REPORT OF THE FUND RAISING AND DONOR RELATIONS COMMITTEE

Contents	Consent Agenda
Amendment to Western Fund Terms of Reference	No
Fundraising Results to July 31, 2011	Yes

FOR APPROVAL

1. **Amendment to Western Fund Terms of Reference**

Recommended: That the terms of reference of the Western Fund be amended to delegate authority to the Fund Raising and Donor Relations Committee for approval of allocations to specific University priorities of funds available for spending from Western Fund endowments and expendable Western Funds on an annual basis.

See Annex 1.

FOR INFORMATION

2. **Fundraising Results to July 31, 2011**

See Annex 2.

December 1, 2000
Updated, May 1, 2011

The Western Fund
Terms of Reference

Purpose: To encourage unrestricted donations to the University on an expendable or endowed basis to be used in support of its highest priority needs and take advantage of funding opportunities that will arise from time to time that advance the University's mission. The Western Fund is an important element in the University's overall fund raising strategy**.**

Funding: Donations to the Western Fund are encouraged from individual alumni, students, faculty, staff and friends of the University, and corporations, foundation or other institutions that share a belief in the importance of unrestricted gifts. Bequests to the University for unrestricted purposes may also be directed to the Western Fund as appropriate.

Marketing: The Western Fund will be promoted to donors as the means to support the highest priority needs of the University, with the highest level administrative determination of the needs and oversight by the Board. Within the Western Fund, naming of specific donor funds may be available for endowed gifts of $25,000 or more in keeping with the Naming Policy (MAPP 1.44).

Asset Management: Gifts to the Western Fund for endowment will be held and managed by Foundation Western or the University as appropriate in keeping with respective investment policies in effect at any given time. Generally, gifts from alumni for endowment will be held at Foundation Western. Gifts for expendable purposes will be held at the University.

Annual Allocation: The allocation to specific University priorities of funds available for spending from Western Fund endowments and expendable Western Funds will be made upon recommendation of the Fund Raising & Donor Relations Committee and reported to the Board of Governors of the University, typically on an annual basis. The role of the Foundation Western Board will be, as with all other endowments held by the Foundation, to ensure that the income allocation conforms to the charitable intent of the endowment and the disbursement rules of the Canada Revenue Agency.

Reporting: Donors to the Western Fund will receive a report on the use of funds relevant to the year of their gift or endowment spending. Donors who establish endowed funds also receive appropriate financial reports.

BACKGROUND

The Board approved the Terms of Reference for the Western Fund held solely at Foundation Western in 2000. Since that time, the Western Fund has grown to include expendable funds and endowed funds held at the University. Allocation decisions have been previously made by PVP for these endowed and expendable monies at separate times for Foundation Western and the University and reported to the Board of Governors.

An update to the Terms of Reference from 2000 is requested to move oversight for this process to the Fund Raising & Donor Relations Committee and have one decision making process that addresses the allocation of all available money, once per year. FRDRC would then report its decision to the Board of Governors. Rationale: Staff believe that the highest level volunteer oversight is essential to garner donations to the Fund, and that annual decisions about use of Western Fund monies should be integrated given the demand for use of these funds (see attached).

MEMORANDUM

To: Fund Raising & Donor Relations Committee
From: Kevin Goldthorp, Vice-President (External)
Date: April 25, 2011
RE: Western Fund annual commitments

In addition to the annual OGS/ST Exposure traditionally supported through the Western Fund, the following projects have been approved, over time, for annual support from the Western Fund:

$350,000	Capital Funding – Institutional Planning & Budgeting commitment for capital expenditures.*
$27,309	Rotman Institute of Philosophy – Commitment of University funding in support of the Institute as part of the donor agreement with the Rotman Family Foundation for the period 2008/2009 to 2022/2023 beginning at $20,000 and growing at $4,000 to $5,000 annually over the period to $81,511.
$20,000	Lassonde Awards – Annual University commitment, in perpetuity, to support two awards in Engineering as part of the donor agreement with the Lassonde family for their gift to the Claudette McKay Lassonde Pavilion, beginning in 2007.
$15,000	Scholar's Elective Program – Annual commitment to fund scholarships, approved by the VP (External) dating back to 2000.
$8,500	London Music Scholarships – Annual commitment by the VP (External) to provide awards for students who do not meet Ontario residency requirements and therefore do not qualify for awards supported by the endowment established by the London Music Scholarship Foundation through OSOTF, dating back as far as 1997 and covered by the Western Fund since approximately 2004.
$1,000	London Police Services Scholarship – Annual commitment by the VP (External) added to amount available for expenditure to address a donor relations issue brought about by withdrawal of OSOTF matching funds from the established scholarship endowment when the terms of the award were later found ineligible. Dates to 2003.
$4,000	International Student Scholarships – Commitment approved by the VP (External), 2011. Annual renewal to be determined.
Total:	**$425,809 for 2010/2011**

* The University directs an additional $350,000 in base funding to Development's budget in support of fundraising expenses with the understanding that a minimum of $350,000 from the Western Fund will be directed in support of capital projects effective 2010/2011.

Note: A significant University commitment for seed funding to support Athletic Scholarships concluded in 2009/2010.

The University *of* Western Ontario

Campaign Activity Summary
for the period ending July 31, 2011

	For the Campaign: May 1, 2007 to April 30, 2014						Year-to-Date Progress: May 1, 2011 to April 30, 2012						For the month: July 2011
Faculties:	Campaign Goal	Gifts & Pledges to Date*	% of Goal	Endowed UWO	Endowed FW	Expendable	Annual Goal	Gifts & Pledges to Date*	% of Goal	Endowed UWO	Endowed FW	Expendable	Gifts & Pledges
Arts and Humanities	9,000,000	4,826,428	54%	68,887	995,921	3,761,619	1,400,000	676,946	48%	27,050	-	649,896	1,365
Don Wright Faculty of Music	6,500,000	3,039,723	47%	125,890	272,578	2,641,255	350,000	18,639	5%	7,000	1,805	9,834	10,409
Education	6,000,000	1,701,386	28%	1,400	1,253,111	446,875	650,000	20,435	3%	-	2,530	17,905	1,370
Engineering	17,000,000	14,583,600	86%	704,805	355,247	13,523,548	5,500,000	2,924,571	53%	-	7,310	2,917,261	24,135
Health Sciences	30,000,000	14,087,210	47%	6,594,727	2,124,491	5,367,992	1,000,000	459,255	46%	250,100	203,216	5,939	454,619
Information & Media Studies	2,125,000	1,244,632	59%	1,363	159,020	1,084,250	2,000,000	566,128	28%	-	120,008	446,120	100
Law	11,400,000	7,879,965	69%	168,244	826,289	6,885,431	4,000,000	351,642	9%	-	3,070	348,572	181,423
Libraries	6,000,000	9,958,625	166%	39,679	30,332	9,888,614	700,000	211,376	30%	726	1,000	209,650	3,700
Mustang Athletics	6,000,000	4,751,038	79%	478,918	2,012,564	2,259,556	1,000,000	337,886	34%	-	14,050	323,836	231,590
Richard Ivey School of Business	125,000,000	72,838,120	58%	7,446,610	8,497,946	56,893,565	18,000,000	2,270,462	13%	500	242,675	2,027,287	263,847
Robarts Research Institute	25,000,000	7,494,587	30%	738,020	1,564,800	5,191,767	2,000,000	96,490	5%	50	11,150	85,290	9,971
Schulich School of Medicine & Dentistry	100,000,000	28,880,320	29%	5,656,911	7,698,025	15,525,385	11,000,000	1,585,250	14%	1,009,274	259,928	316,049	164,656
Science	34,000,000	17,980,691	53%	11,513	574,634	17,394,544	3,500,000	172,001	5%	-	19,903	152,097	3,934
Social Science	14,500,000	8,500,587	59%	74,243	1,009,617	7,416,727	1,200,000	498,620	42%	600	371,275	126,745	193,725
Sub Total by Faculty	**$392,525,000**	**$197,766,911**	**50%**	**$22,111,210**	**$27,374,574**	**$148,281,128**	**$52,300,000**	**$10,189,701**	**19%**	**$1,295,300**	**$1,257,919**	**$7,636,483**	**1,544,844**
Special Projects:													
Student Awards - University Wide	15,000,000	12,626,508	84%	6,239,816	4,206,918	2,179,774	3,000,000	339,128	11%	-	266,790	72,338	29,025
Western Fund	10,000,000	5,708,303	57%	260	1,664,696	4,043,347	1,200,000	124,086	10%	-	51,570	72,516	10,686
Campus Wide Programs	7,475,000	28,562,013	382%	2,940	1,358,151	27,200,922	3,500,000	354,245	10%	-	346,590	7,655	90
Future Priorities	75,000,000												
Sub Total by Special Projects	**$107,475,000**	**$46,896,824**	**44%**	**$6,243,016**	**$7,229,766**	**$33,424,042**	**$7,700,000**	**$817,459**	**11%**	**$0**	**$664,950**	**$152,509**	**39,801**
GRAND TOTAL	**$500,000,000**	**$244,663,735**	**49%**	**$28,354,226**	**$34,604,339**	**$181,705,170**	**$60,000,000**	**$11,007,160**	**18%**	**$1,295,300**	**$1,922,869**	**$7,788,991**	**1,584,645**

Footnotes:
Ivey Campaign commenced in 2006/07 during which $20.4 million was raised; total raised to date is $92.3 million (74% of goal)
Adjustments to the Accumulative Pledges may reflect redirection of initial designation.

Gift Planning Progress**	Campaign Goal	Value	% of Goal
Expectancies	$100,000,000	60,305,352	60%

****Expectancies represents future commitments such as bequests or life insurance, realizations counted in the current/prior campaign activity by faculty.**

Gift Planning	Annual Goal	Value	% of Goal	July 2011
Expectancies	$10,000,000	1,379,429	14%	299,997
Realizations	$5,000,000	1,015,696	20%	214,980

Annual Fund*	Annual Goal	Annual Achievement	% of Goal
Annual Fund	$1,400,000	129,864	9%

***included in the above results**