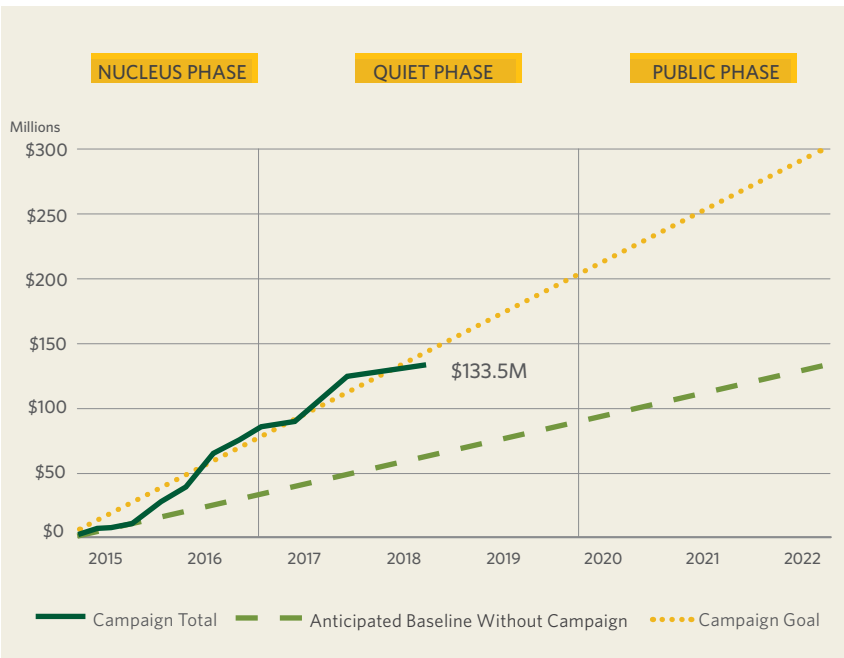


DECEMBER 2017 CAMPAIGN REPORT

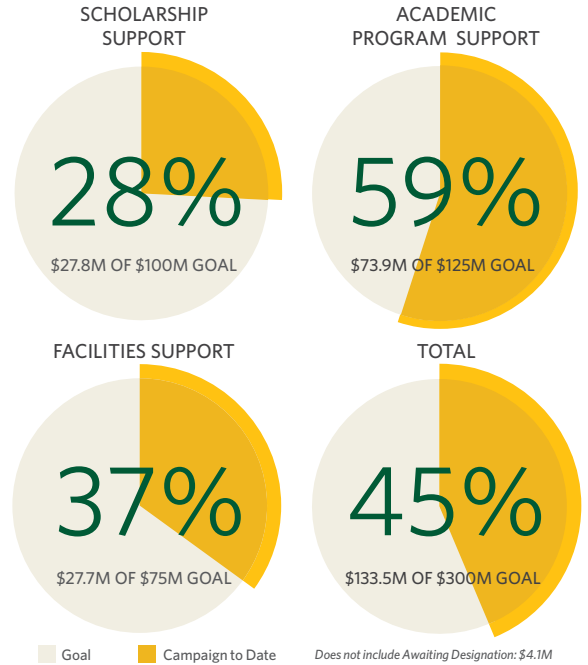
as of December month end



CAMPAIGN PRODUCTION



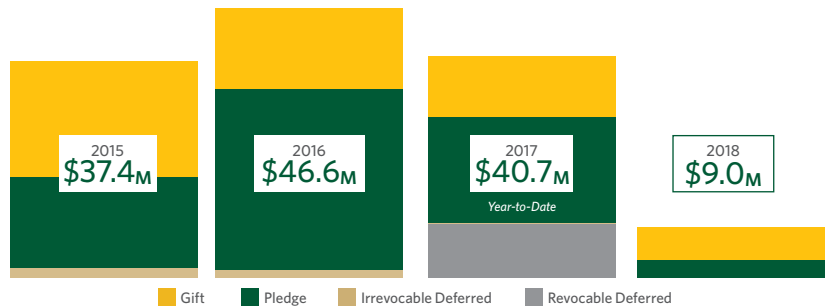
CAMPAIGN PRODUCTION by PRIORITY*



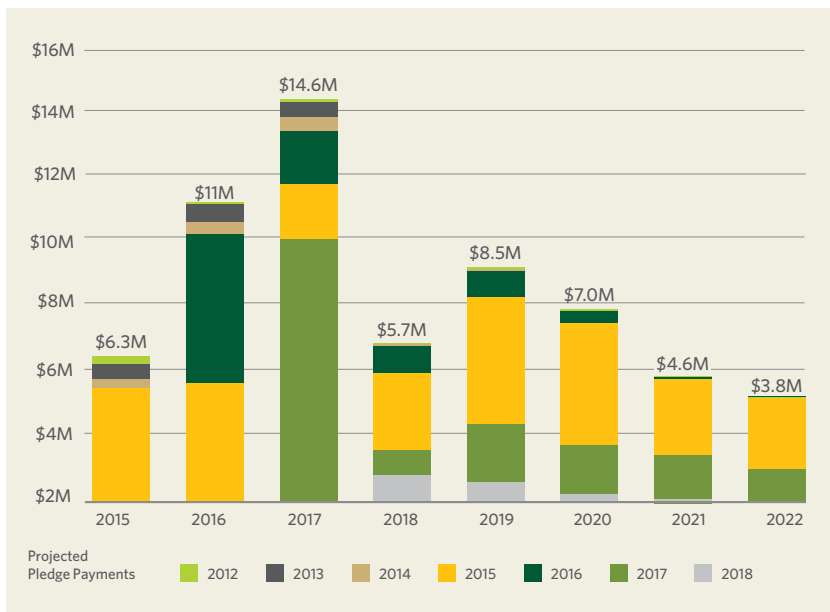
GIFTS and PLEDGES by SIZE

GIFT RANGE	# DONORS	TOTAL GIFTS
Over \$50M	-	0
\$25M - \$49.9M	-	0
\$10M - \$24.9M	3	\$40.7M
\$5M - \$9.9M	3	\$18.5M
\$2.5M - \$4.9M	4	\$13.5M
\$1M - \$2.49M	14	\$16.9M
\$500K - \$999.9K	17	\$11.8M
\$250K - \$499.9K	22	\$7.6M
\$100K - \$249.9K	44	\$6.7M
\$50K - \$99.9K	67	\$4.4M
\$25K - \$49.9K	103	\$3.5M
Under \$25K	17,230	\$10.1M
TOTAL	17,507	\$133.5M

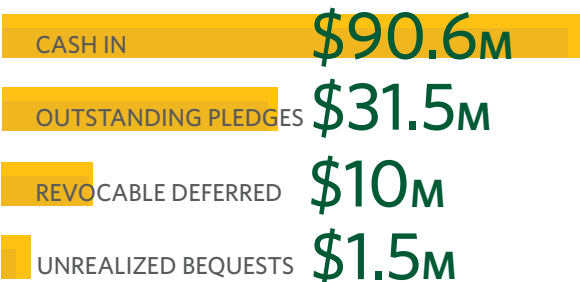
CAMPAIGN PRODUCTIVITY



IMPACT of PRODUCTIVITY



TOTAL COMMITMENTS



UNIVERSITY of SAN FRANCISCO CAMPAIGN TIMELINE

CAMPAIGN PHASES	CUMULATIVE RAISED	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22
Nucleus Phase, Years 1-2	\$75M-\$90M								
Organization									
Quiet Phase, Years 3-5	\$200M								
Kick Off Public Phase									
Public Phase, Years 6-8	\$300M								
Wrap-Up/ Conclusion									

ORGANIZATION	NUCLEUS PHASE	QUIET PHASE	PUBLIC PHASE AND CONCLUSION
	<i>Transformational and Principal Gifts</i> \$75-90M	<i>Principal and Major Gifts</i> \$110-125M <i>(Cumulative Giving: \$200M)</i>	<i>Community-wide Appeal</i> \$100M <i>(Cumulative Giving: \$300M)</i>
<ul style="list-style-type: none"> Create compelling case for support Build and implement internal and external communications plans Formalize volunteer roles Position Campaign Committee as peer fundraisers, ambassadors and advocates 	<ul style="list-style-type: none"> Target and engage 10 to 20 8-figure gift prospects Secure 2-3 pace-setting gifts (\$10M+) Secure stretch gifts from all Board members (20% of campaign goal) Cultivate significant lead prospects 	<ul style="list-style-type: none"> Qualify major gift prospects through strategic relationship management Cultivate and solicit 6- and 7-figure gifts Strategically expand Campaign Steering Committee to engage broader pipeline Raise a minimum of 2/3 (\$200 million) of campaign goal prior to Public Phase launch 	<ul style="list-style-type: none"> Engage and solicit individuals at all levels through all fundraising programs Close new principal and major gifts Communicate campaign progress and future vision Strengthen engagement with affinity groups Bring campaign to successful conclusion Celebrate campaign success

CAMPAIGN HIGHLIGHTS (FY15 to DATE)

The campaign is currently focused on attracting leadership gifts, energizing and broadening our donor base, and deepening our connection with the city of San Francisco in support of USF's mission. Successes include:

- \$15M gift from Gordon Getty supports a new Honors College to meet the needs of top-achieving students.
- \$15M gift from John A. and Susan Sobrato enables transformation of the War Memorial Gymnasium into a state-of-the-art athletics facility and multi-use center for campus events.
- \$10M gift from Bob and Joan McGrath MA '69 supports McGrath Institute for Jesuit Catholic Education and Arrupe Immersion Program, and establishes the Change the World From Here Institute.
- Estate gift of \$8M from Dolores M. Staudenraus '54 funds scholarships for future generations of students.
- Koret Foundation pledges \$5M to construct a new residence hall, support Koret Scholars program, and support Make it Happen college readiness program.
- \$5M gift from Sharon and Tom Malloy '61 supports transformation of USF's basketball facilities and improvements to baseball field.
- New Jesuit Community Endowment at USF, created with \$3.35M gift, supports the development and recruitment of Jesuit teaching scholars and future educational leaders.
- In-kind donation of \$1M from Zoom Video Communications inaugurates a new corporate technology partnership for USF.
- Gifts in excess of \$500K from recent alumna Allison Littlefield '13 support Center for Global Education, endowing a scholarship fund for immersions and study abroad, and launching the Global Ambassador program.

