



**Advancement Presentation to the
Faculty of Health Sciences Executive**

June 11, 2013



INITIATIVE CAMPAIGN

Financial Update (as of April 30, 2013)



FHS Goal to be raised by 2016: **\$50,000,000**

Total donated as of April 30, 2013: **\$22,544,145**



INITIATIVE CAMPAIGN

Financial Update 12/13



Fiscal fundraising target:	\$8,000,000*
Total donated fiscal:	\$5,368,836

*** Note: Goal based on fundraising target divided by years left in campaign ... not prospects!**



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Gift Announcements – May 1st to May 30th, 2013

\$9.0 million anonymous gift

- \$4.5 million to Nursing
- \$4.5 million to Surgery

\$3.5 million bequest

- \$2.5 million for medical scholarships received
- \$1 million to be received January 2014



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Where we are today ...



Raised to date: **\$35,000,000**

Remaining to be raised: **\$15,000,000**



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Gift Chart - \$15,000,000



Range	# of Gifts Required	# of Prospects Required	# of Prospects Identified	Subtotal Req'd	Cumulative Total
5,000,000	1	3	0	\$5,000,000	\$5,000,000
2,500,000	1	3	1	\$2,500,000	\$7,500,000
1,000,000	2	15	2	\$2,000,000	\$9,500,000
500,000	3	15	1	\$1,500,000	\$11,000,000
250,000	8	30	4	\$2,000,000	\$13,000,000
100,000	10	45	52	\$1,000,000	\$14,000,000
25,000	20	300	352	\$500,000	\$14,500,000
<10,000	Many	Many		\$500,000	\$15,000,000
Totals				\$15,000,000	\$15,000,000



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Fundraising Strategies and Keys to Surpassing our Goal

- 1. Focus on the Mission**
- 2. Focus on Major Gifts**
- 3. Expand Campaign Cabinet**
- 4. Initiate Contact, Open Doors, *and* Make calls**



“People are often put off from giving to charity by the idea that a decrease in their wealth will make them less happy.

However, there is extensive psychological research which shows that your level of income and how happy you are far less strongly related than we think, and that giving to charity actually may increase your happiness.”

~ Unknown



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How can you help?

Make a personal **gift/pledge** – **Thank you to those who have!**

Help us expand the Faculty of Health Sciences circle of friends and prospective donors through:

- **personal introductions**
- **peer review screening sessions**
- **referral of grateful patients who have interests in Queen's University (where appropriate)**
- **participation in face-to-face cultivation visits with prospective donors and volunteers**



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How can you help (continued)

Continue to **serve as advocates** for Queen's and the Faculty of Health Sciences

Express your support for the Initiative Campaign by **including the signature panel** shown below in your Queen's email signature:





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Summary:

Our task of reaching and surpassing the goal will be challenging.

Queen's Faculty of Health Sciences is fortunate to have a dedicated Campaign Cabinet, hardworking staff and a Dean who is a very compelling voice and effective fundraiser for the Faculty.

Focusing on our mission, making friends with people, opening doors, initiating contact, making strategic visits and requests, will produce results.

If we can inspire alumni and friends to invest in Queen's students, research and facilities, medicine and healthcare will be improved, lives will be impacted and our Campaign will be a success!



Questions?

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