Engagement
Alumni Medallion

Robert “Bob” Trice Jr. ’68

Susan “Sue” R. Warner ’64

Sharon K. Philpott ’85

H. Elizabeth “Bee” McLeod ’83
Virtual Engagement Priorities

- Expand programming and resources for career management and professional networking.

- Activate students and young alumni to create a culture of engagement and philanthropy.

- Broaden opportunities for military & veterans, and diversity, equity & inclusion.
Virtual Engagement Metrics

• **17%** Increase in number of events

• **67%** Increase in registrations

• **41%** Increase in racial/ethnic diversity
Professionals Week 2021 – February 22-26

• Monday | Getting Through & Accelerating Beyond

• Tuesday | Lifelong Learning & Skills Building

• Wednesday | Diversity, Equity & Inclusion

• Thursday | Career Stages & Situations Beyond

• Friday | Celebrate Tribe Pride & Networks
Participation
Undergraduate Alumni Donors as of 02.12.21

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Donor Count</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY17</td>
<td>8,642</td>
</tr>
<tr>
<td>FY18</td>
<td>9,031</td>
</tr>
<tr>
<td>FY19</td>
<td>8,327</td>
</tr>
<tr>
<td>FY20</td>
<td>7,808</td>
</tr>
<tr>
<td>FY21</td>
<td>8,792</td>
</tr>
</tbody>
</table>
TRIBE DAY

4.13.21

A day for giving back and paying it forward.
Philanthropy
FY21 – Year of Gratitude

Focus

• Stewardship
• Pipeline Development
• Strategic Solicitation

Fundraising Priorities

• Scholarships
• Fund for William & Mary
• Athletics
FY21 Update as of 2/12/21

FY21 Overall Total $33.5M 12,939 total donors

Fund for William & Mary $5M Goal $2,386,861 Raised

Scholarships $350M Goal by 6/30/22 $316,887,693 Raised
Happy Birthday Sue!