



Board of Visitors Development Committee

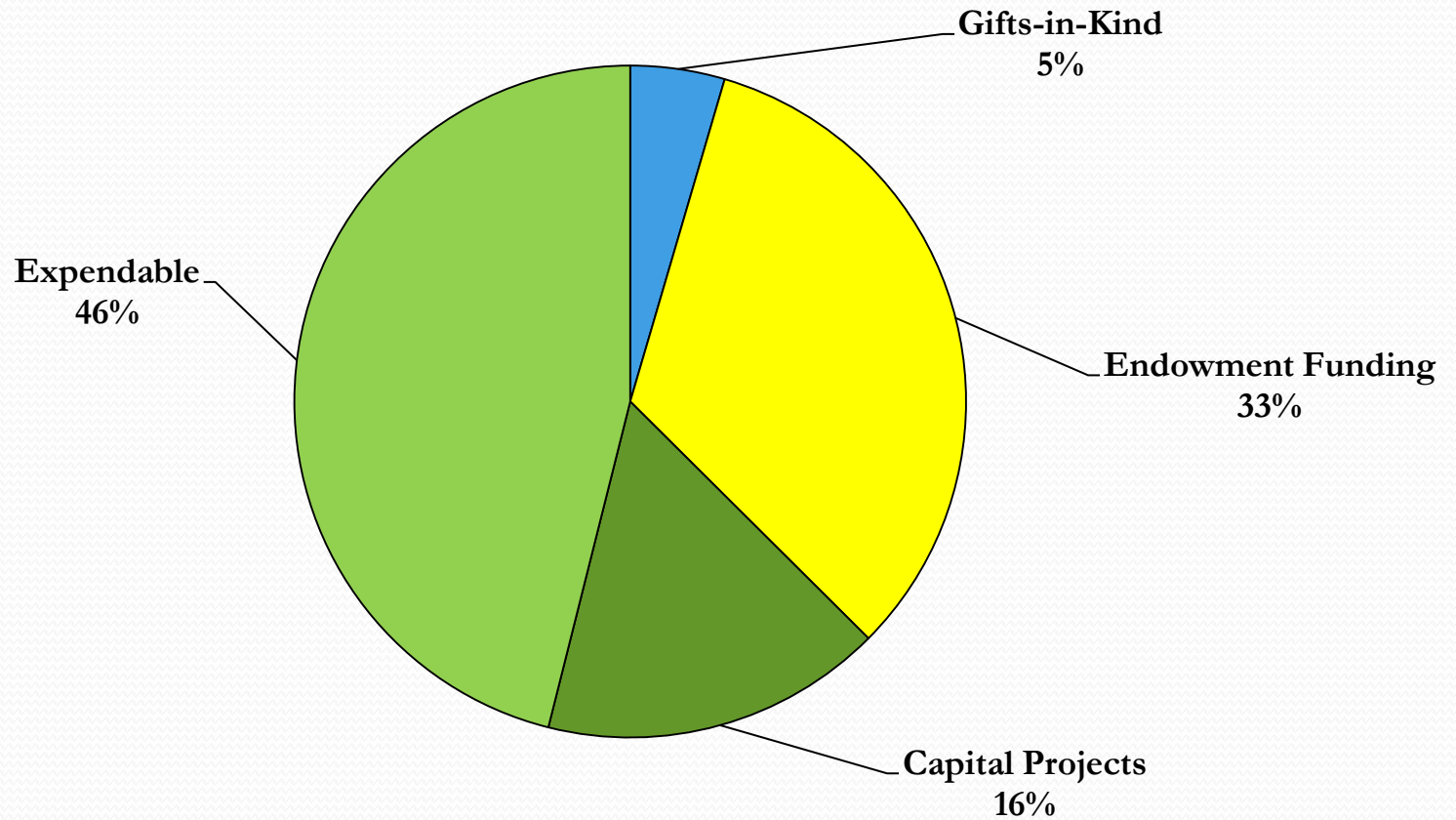
September 30, 2010
Sean Pieri, Vice President

Fiscal 2010 Highlights

- Raised \$43.2M (fifth best fundraising year)
 - Five outright commitments of \$1 million or more
 - \$15.5 million in annual giving (19% increase over 2009)
 - \$9.9 million — Constituent Annual Funds
 - \$5.6 million — Fund for William & Mary
- Increased alumni donors
 - Undergraduate 12,052 to 12,906 (22.4% to 23.4%)
 - All Alumni 15,737 to 17,021 (20% to 21%)
 - Second highest in College's history (2005)
- Honored with Excellence Award for Fundraising

The College of William & Mary

Uses of Funding FY10
(\$43.2M)



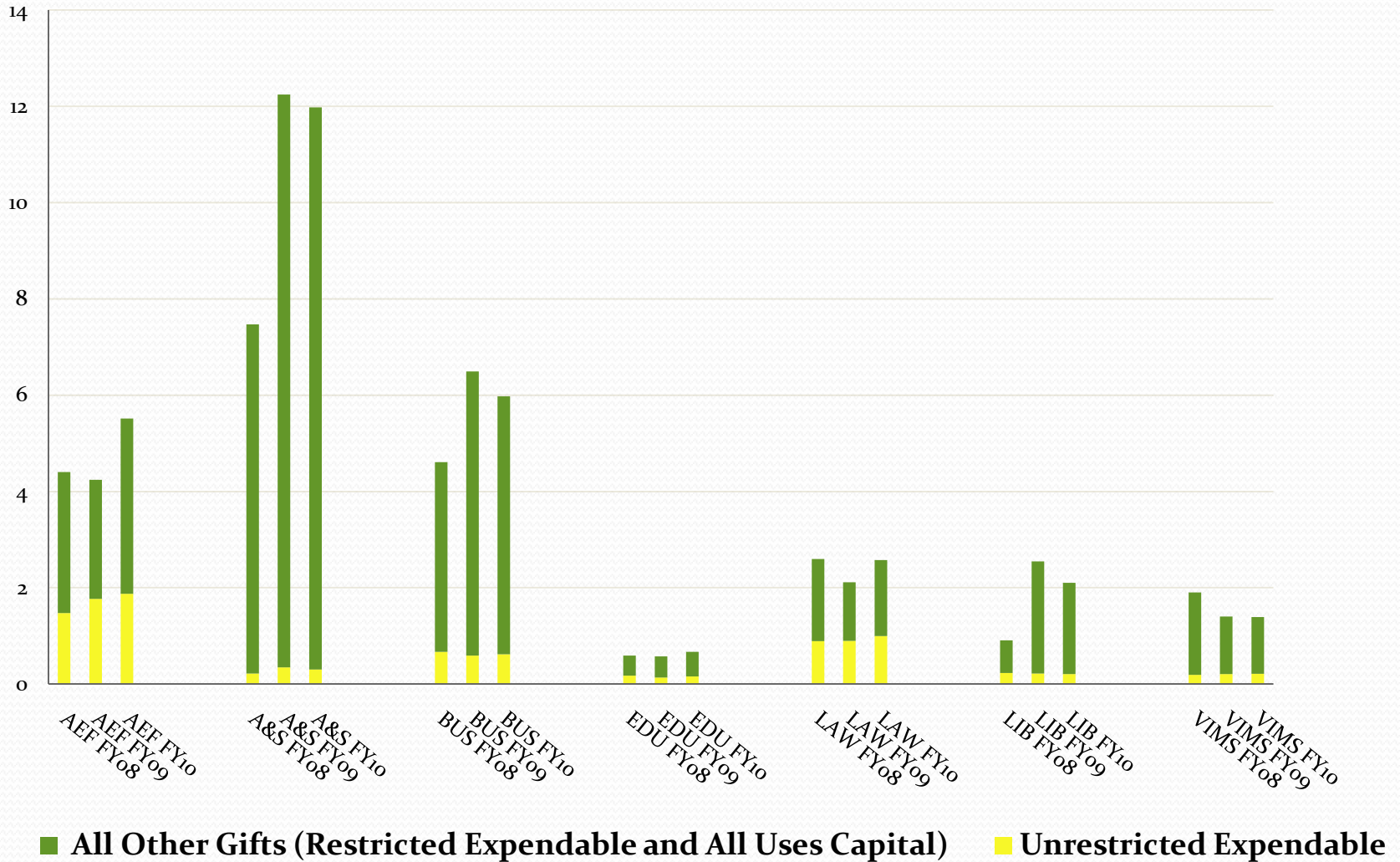
2008 through 2010 Comparison



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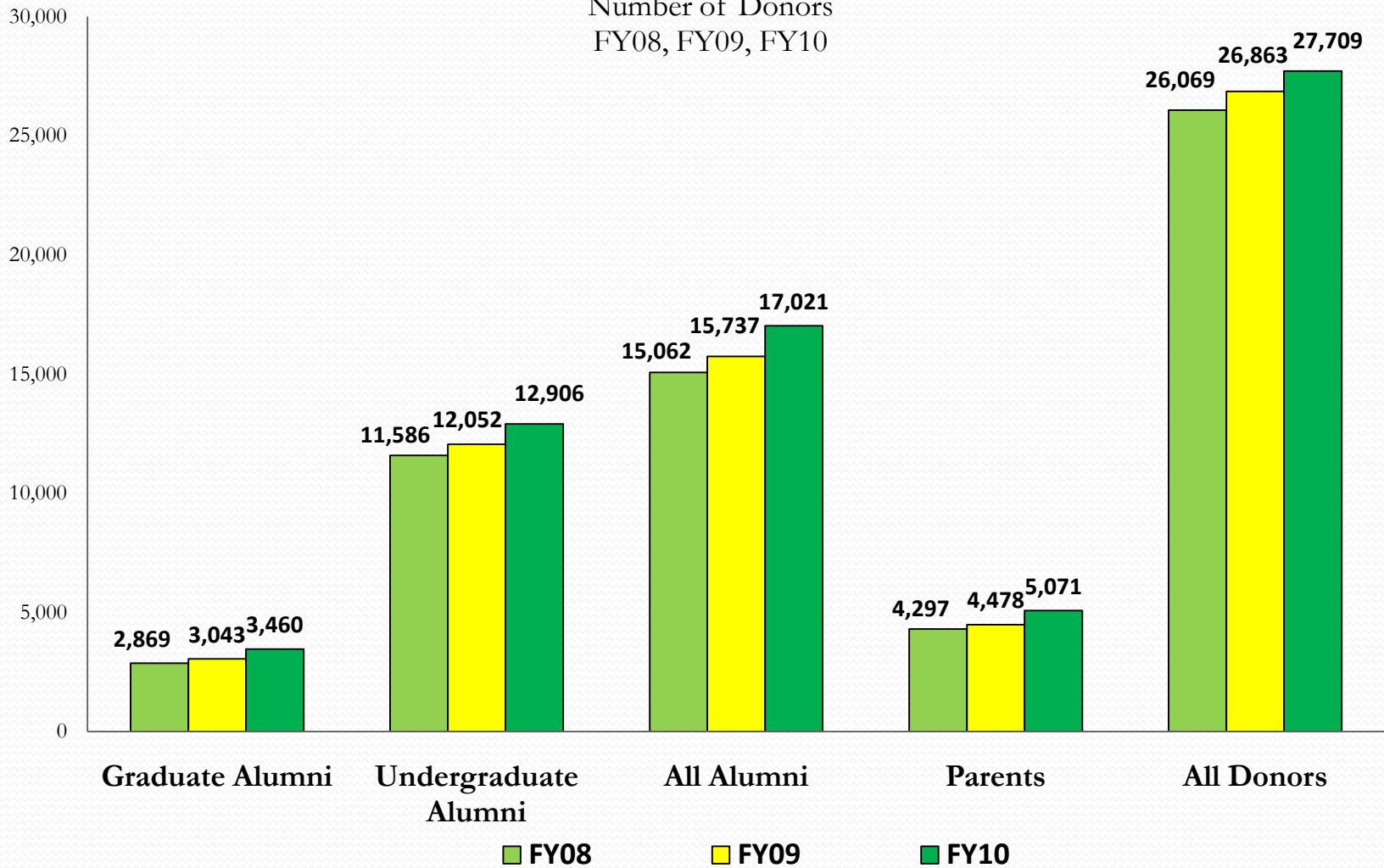
Total Giving by School/Program

FY08, FY09, FY10

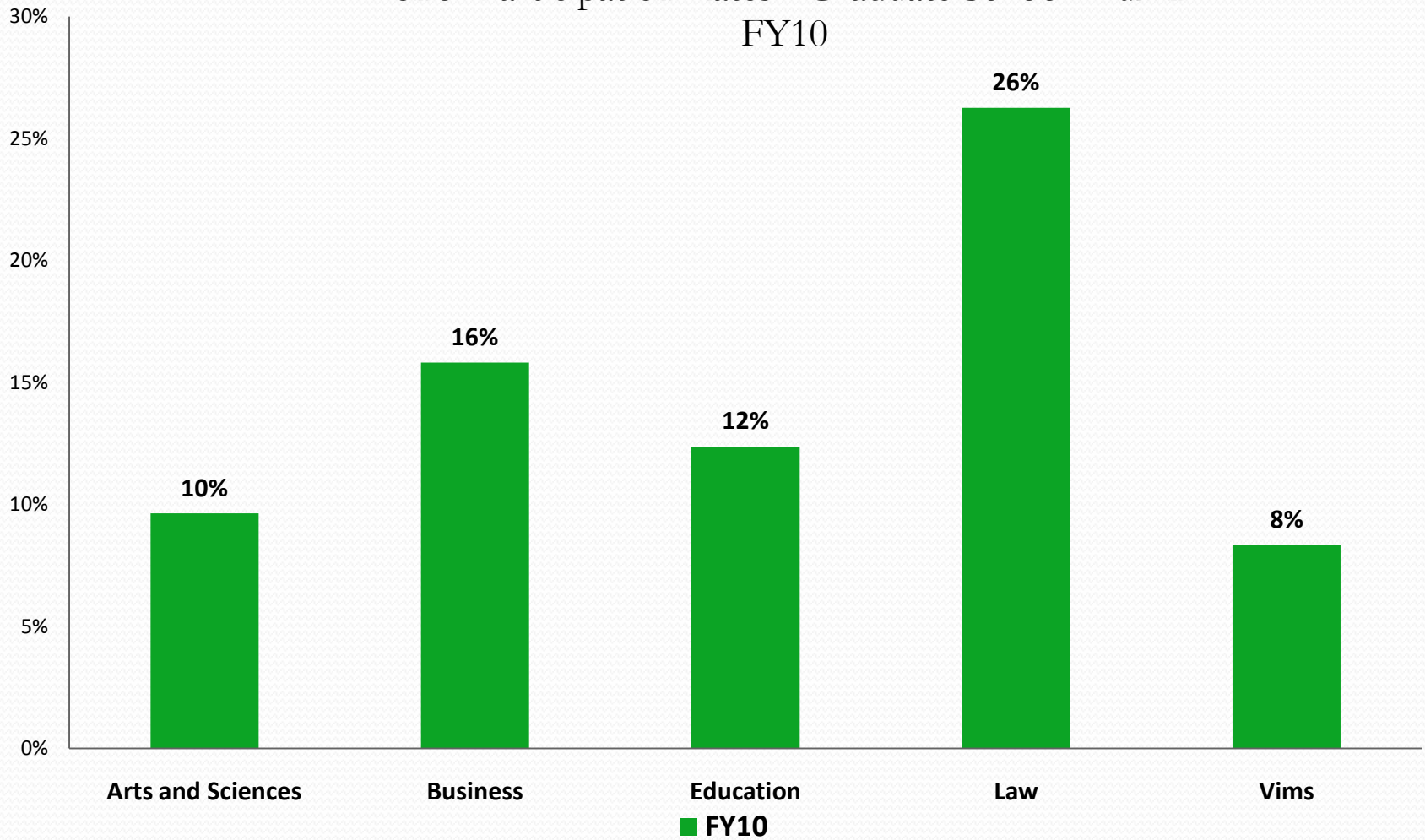


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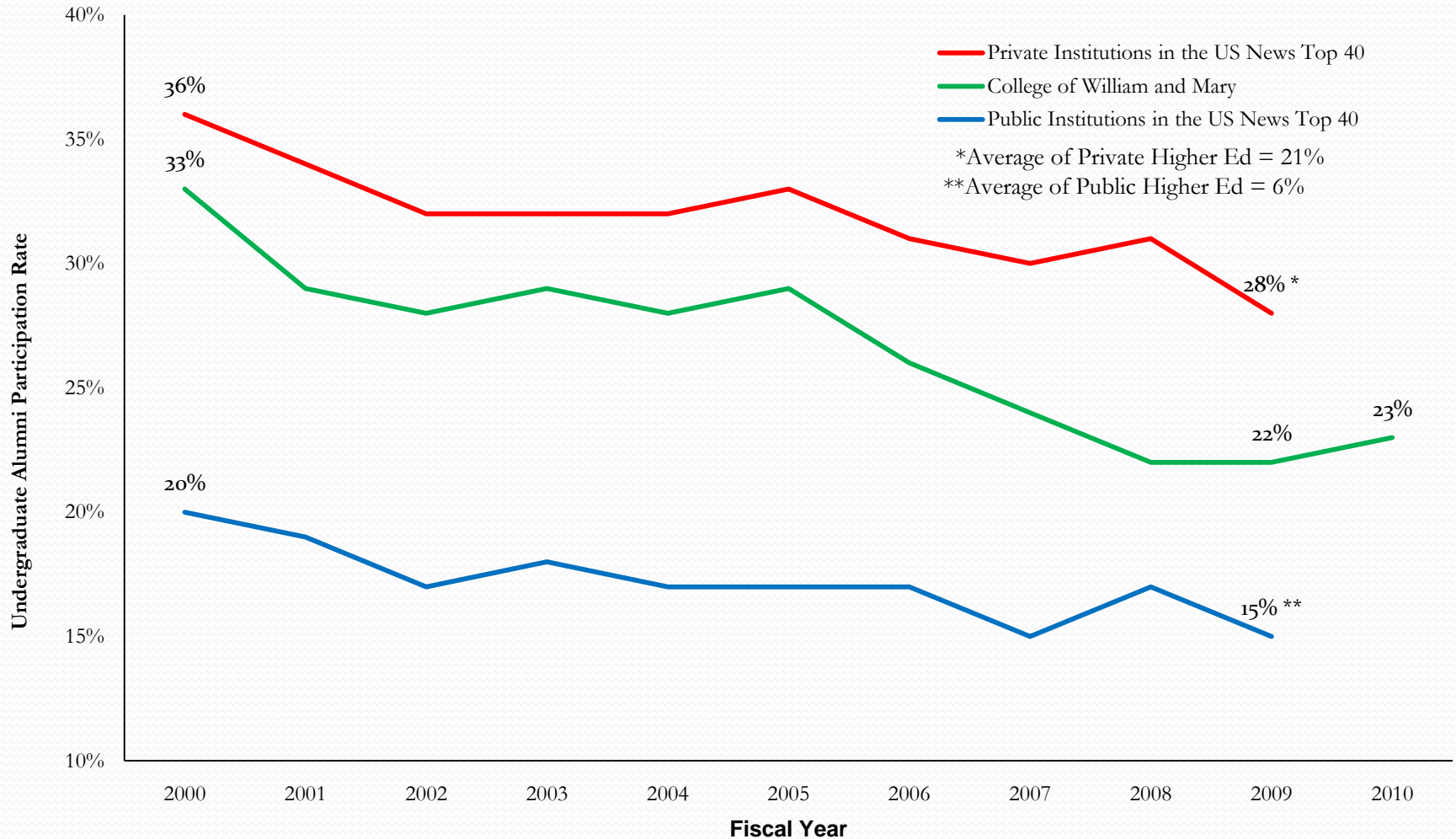
Number of Donors
FY08, FY09, FY10



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Donor Participation Rates - Graduate School Alumni
FY10

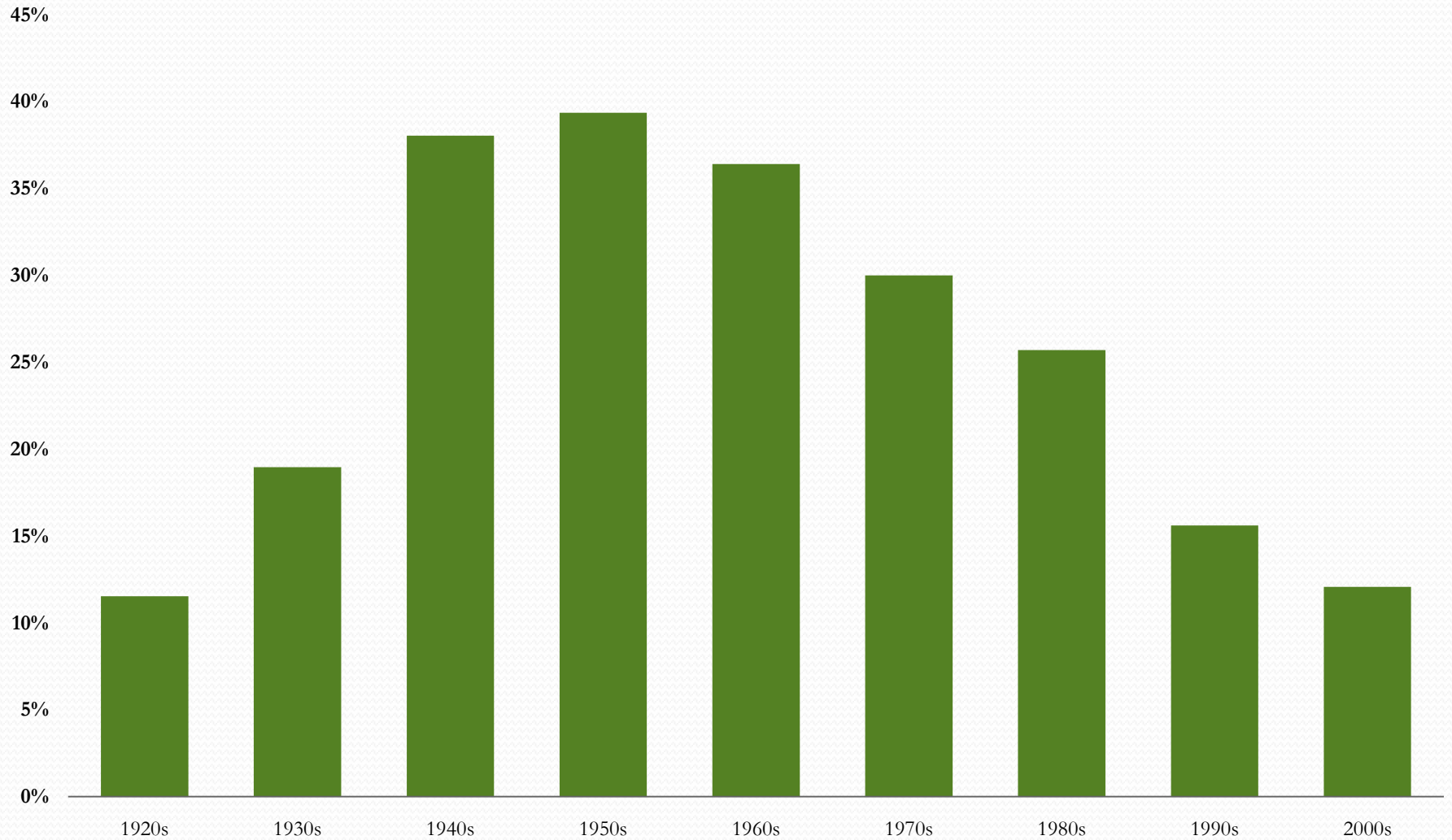


Average Undergraduate Alumni Participation Rate of the US News Top 40 Colleges and Universities

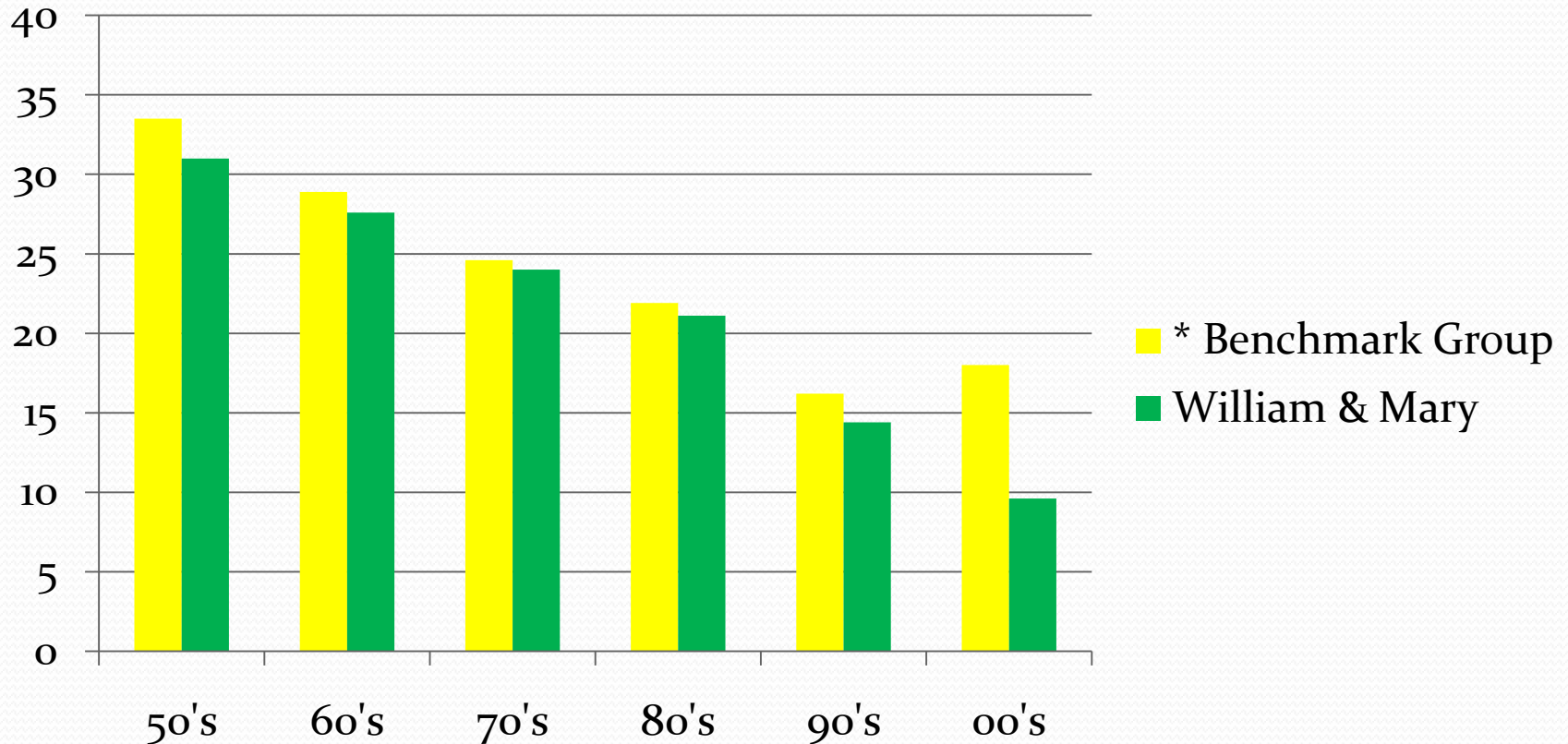


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Participation Rate by Decade
For FY10 - Undergraduate Degreed Alumni



The College of William & Mary Participation Rate by Decade Peer Comparison



* Benchmarking group comprised of Brown, Cornell, Dartmouth, Johns Hopkins, MIT, Rice, Southern Methodist, Syracuse, University of Maryland, University of Miami, University of Michigan, Notre Dame, University of Pennsylvania, University of Virginia, Vanderbilt

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Participation Rate by Preferred Year
For FY10 - Undergraduate Degreed Alumni

