



INITIATIVE CAMPAIGN



School of Medicine Academic Council Meeting

Advancement Presentation

January 21, 2014



INITIATIVE CAMPAIGN

The Initiative Campaign

The Initiative Campaign is about investing in the people of Queen's who — like the generations before them — will not waver in their pursuit of excellence.

It's about unleashing the potential of our thinkers and doers.

It's about bolstering our reputation nationally and internationally by focusing on what we do best.



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The Faculty of Health Sciences Campaign

Success in the Faculty of Health Sciences is measured by the impact we have on the lives we touch.

Our three schools — School of Medicine, School of Nursing and School of Rehabilitation Therapy — share one vision:

Ask questions, seek answers, advance care and inspire change

With your support we can do just that, improve the health and well being of people not just in our community but across the country.



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- University Goal: \$500M
- Faculty of Health Sciences Goal: \$50M

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FHS Campaign Results

Fiscal May 1 – April 30	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14 (as of Jan 13)
FHS Campaign YTD	\$1.47M	\$1.49M	\$1.34M	\$4.79M	\$3.86M	\$4.19M	\$5.37M	\$15.47M
FHS Campaign Cumulative	\$1.47 M	\$2.97M	\$4.31M	\$9.11M	\$12.97M	\$17.17M	\$22.54M	\$38.01M



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Notable Gifts

- Anonymous, Chairs for Nursing and Surgery
- Clinical Teachers' Association of Queen's University (CTAQ), Chair in Health Economics
- Surgeon's of SEAMO, Chair in Surgical Research
- Estate of Susan Phillips, Medical Scholarships
- Wounded Warriors, CIMVHR Scholarships
- William J. Henderson Foundation, HMRC and Respirology Research



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Funding Priorities

- Chairs & Professorships
- Building/Infrastructure
 - Name New School of Medicine Building
 - Facilities for School of Nursing and the School of Rehabilitation Therapy
- Faculty, Schools Research
 - MD/Ph.D. Program
 - Human Mobility Research Centre
 - Military & Veteran's Health
- Student Assistance - Scholarships & Bursaries



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Financial Update (as of January 13, 2014)

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

FHS Total donated as of Jan 13, 2014: **\$38,000,000** **76%**

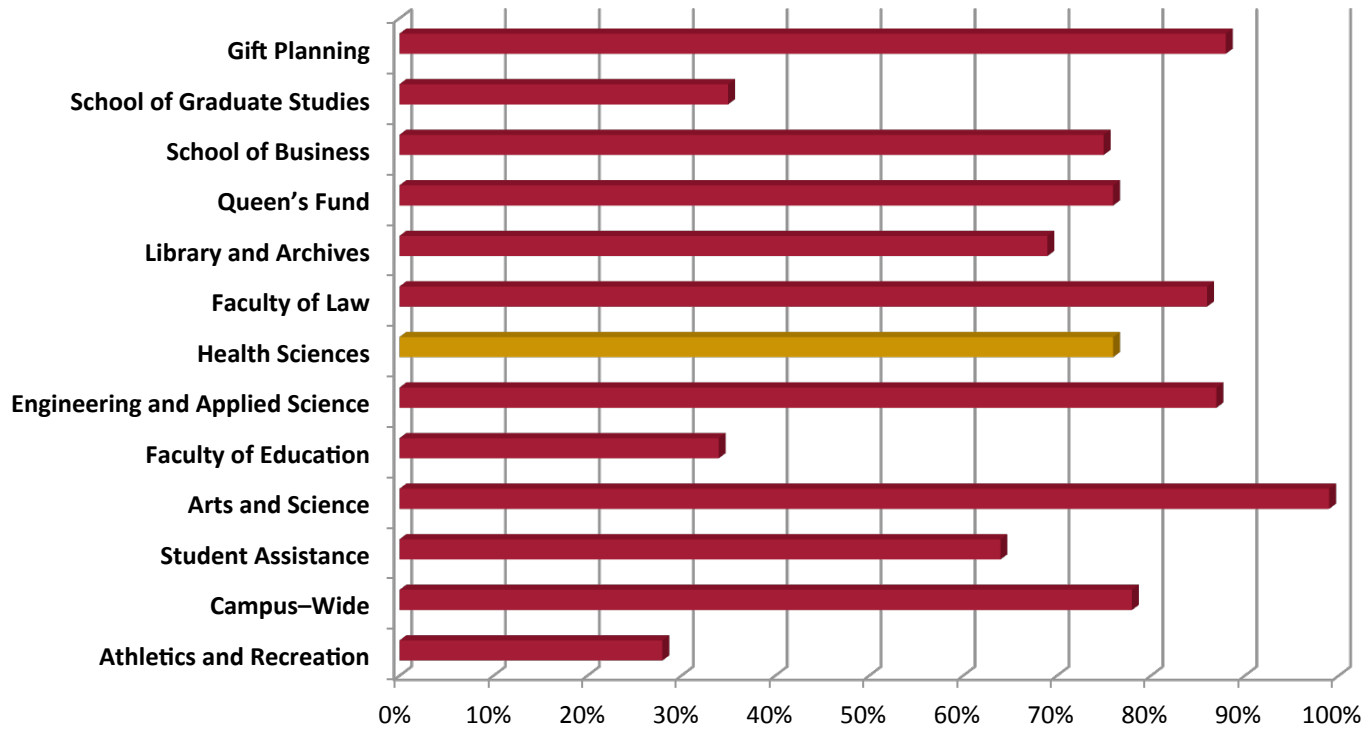
\$500 Million Initiative Campaign

Total Donated: **\$385 Million** **77%**

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Progress Against Goals





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Amount to Reach FHS Goal: \$12,000,000

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FHS Gift Chart - \$12M

Range	# of Gifts Required	# of Prospects Required	# of Prospects Identified	Subtotal Required	Cumulative Total
5,000,000	1	3	0	\$5,000,000	\$5,000,000
1,000,000	3	9	2	\$3,000,000	\$8,000,000
500,000	2	6	1	\$1,000,000	\$9,000,000
250,000	4	12	4	\$1,000,000	\$10,000,000
100,000	10	30	52	\$1,000,000	\$11,000,000
25,000	20	60	352	\$500,000	\$11,500,000
10,000	50	150	TBD	\$500,000	\$12,000,000
Totals	90	270	411+	\$12,000,000	\$12,000,000



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FHS Top Prospects



Total Top Prospects - 29

Total Value of Prospects - \$10.8M



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FHS Fundraising Strategies and Actions

- Timeline
 - December 2015
- Principal and Major Gift Fundraising
 - Identify
 - Solicit
- Expand Campaign Cabinet
 - Recruit two new members by fiscal year end
 - Outside of Kingston
 - Financial Centres (Toronto, Vancouver, Montreal, Calgary)
 - Connectivity to Queen's
 - Parents
- Dean on the Road
- Department Heads and Researchers in front of Donor

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How you can get involved

There are many ways that you can get involved in fundraising in support of the Faculty and Queen's:

- Help us open doors and tell your story
- Referral of grateful patients
- Participate in face-to-face visits with prospects
- Attend faculty and campaign events
- Make a personal gift (commensurate with ability)



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Questions?