School of Medicine Academic Council Meeting

Advancement Presentation

January 21, 2014
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.
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.
• University Goal: $500M

• Faculty of Health Sciences Goal: $50M
### FHS Campaign Results

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<tr>
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<tbody>
<tr>
<td><strong>FHS Campaign YTD</strong></td>
<td>$1.47M</td>
<td>$1.49M</td>
<td>$1.34M</td>
<td>$4.79M</td>
<td>$3.86M</td>
<td>$4.19M</td>
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<td><strong>FHS Campaign Cumulative</strong></td>
<td>$1.47 M</td>
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<td>$12.97M</td>
<td>$17.17M</td>
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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
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
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%
Amount to Reach FHS Goal: $12,000,000
## FHS Gift Chart - $12M

<table>
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<tr>
<th>Range</th>
<th># of Gifts Required</th>
<th># of Prospects Required</th>
<th># of Prospects Identified</th>
<th>Subtotal Required</th>
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<td>3</td>
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<td>9</td>
<td>2</td>
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<td>52</td>
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<td>150</td>
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<td>Totals</td>
<td>90</td>
<td>270</td>
<td>411+</td>
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FHS Top Prospects

Total Top Prospects - 29

Total Value of Prospects - $10.8M
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
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)
Questions?