

BOARD OF REGENTS
BRIEFING PAPER

1. AGENDA ITEM TITLE: Fundraising Efforts Update, UNLV School of Medicine

MEETING DATE: November 30 – December 1, 2017

2. BACKGROUND & POLICY CONTEXT OF ISSUE:

For the UNLV School of Medicine (“UNLV SOM”), philanthropic activity is a critical fiscal component to building a medical school of high quality and attracting talented people to its research, education, and clinical programs. Accordingly, UNLV will provide an update on the fundraising efforts of the UNLV SOM for the period of January 1, 2015 - October 30, 2017.

Achievements:

From January 2015 through October 30, 2017, the UNLV SOM has raised approximately **\$52,023,176.05** from the Nevada community towards the school’s capital, scholarships, and programmatic needs. This figure encompasses approximately \$30,625,004.55 in new gifts, \$17,773,171.50 in new pledges, and \$3,625,000.00 in planned gifts.

UNLV SOM believes in producing more doctors with less debt. Consequently, a great portion of the funds raised are dedicated to scholarships—with approximately \$14,810,160.28 raised in this category.

The diversity of the UNLV SOM’s philanthropic gift amounts is noteworthy. In addition to large transformational gifts, the UNLV SOM has had a variety of smaller gifts as well as donors who have committed to giving to the UNLV SOM in their estate plans. While the UNLV SOM has received two gifts at over \$10,000,000, it has also received the majority of its gifts under \$50,000. Appended below is a breakdown associated with gift sizes and respective counts:

<u>Gift Breakdown</u>	<u>Gift Count</u>
\$1-\$49,999	141
\$50,000-\$99,999	32
\$100,000-\$499,999	35
\$500,000-\$999,999	3
\$1,000,000+	5

One key component of the SOM fundraising activities is the capital campaign for the Medical Education Building (“MEB”). The MEB will be a new state-of-the-art building that is designed, constructed, and equipped to support a fully accredited allopathic medical school at UNLV. Two recent, related outcomes from this effort include:

- **Land:** Clark County donated 9.11 acres of land to UNLV (valued at \$14M - \$16M) within the Las Vegas Medical District located at 625 Shadow Lane, which is designated to be the future home of the School’s MEB, as approved by the Board at its June 2016 meeting. The clearing of that land is finished and it officially transferred to UNLV/NSHE on July 3, 2017.
- **State Funds:** During the final days of the 2017 State of Nevada Legislative Session (June, 2017), the Legislature approved, and the Governor signed, Senate Bill 553, which allocates \$25,000,000 in State funds towards the MEB project, matched with \$25,000,000 in anonymous donor funds secured by the UNLV SOM.

Fundraising for the MEB continues, and the UNLV SOM has a set of approximately a dozen donor prospects in active cultivation for gifts of \$25M+ for the MEB. Several of these donor prospects have

expressed interest in investing in the MEB at this level. UNLV and SOM leadership is working with those prospects to formalize their commitments.

Thus far, the UNLV SOM has achieved this progress through the efforts of numerous SOM and University administrators, but with only one (1) development officer. In an effort to continue achieving its philanthropic goals, the UNLV SOM intends to add additional development staff in FY18 and beyond dedicated to the UNLV SOM's philanthropic activities. This will be done by partnering with the UNLV Foundation to jointly hire fundraisers who can help take the fundraising efforts to the next level.

3. SPECIFIC ACTIONS BEING RECOMMENDED OR REQUESTED:

UNLV President Len Jessup will provide an update related to the UNLV School of Medicine's fundraising efforts.

4. IMPETUS (WHY NOW?):

To update the Board on the efforts of the UNLV School of Medicine's philanthropic fundraising efforts to date and overview of future planning to meet the School's anticipated needs.

5. BULLET POINTS TO SUPPORT REQUEST/RECOMMENDATION:

- Providing the Board with an update on the UNLV School of Medicine's philanthropic efforts and goals is appropriate.

6. POTENTIAL ARGUMENTS AGAINST THE REQUEST/RECOMMENDATION:

None.

7. ALTERNATIVE(S) TO WHAT IS BEING REQUESTED/RECOMMENDED:

Do not provide an update; or provide one at a later date.

8. COMPLIANCE WITH BOARD POLICY:

- Consistent With Current Board Policy: Title #_____ Chapter #_____ Section #_____
- Amends Current Board Policy: Title #_____ Chapter #_____ Section #_____
- Amends Current Procedures & Guidelines Manual: Chapter #_____ Section #_____
- Other: _____
- Fiscal Impact: Yes _____ No _____
Explain: _____