STATUS REPORT AS OCTOBER 31, 2012

By Constituency	**Gifts & Pledges**
Board of Governors/Faculty/Staff/Retirees	519,563
Students	30,094
Alumni	5,141,543
Parents	609,042
Friends	1,575,585
Corporations	3,942,938
Foundations	626,805
Associations	758,706
Municipal Government	6,000
TOTAL	**$13,210,276**

By Faculties/Special Projects	**Gifts & Pledges**
Arts and Humanities	751,739
Business (Richard Ivey School of)	2,538,993
Education	45,035
Engineering	841,346
Health Sciences	202,552
Information & Media Studies	49,221
Law	1,386,009
Medicine & Dentistry (Schulich School of)	3,848,109
Music (Don Wright Faculty of)	125,729
Science	1,169,223
Social Science	620,461
Special Projects	
Libraries	196,776
Mustang Athletics	475,939
Student Awards-University Wide	388,033
Western Fund	345,366
Campus Wide Programs	100,415
Graduate Scholarships (Undesignated)	67,500
McIntosh Gallery	57,830
TOTAL	**$13,210,276**

2012/2013 Fund Raising Objective	**$ 65,000,000**
% of the 2012/2013 Objective Achieved	**20%**

ENDOWED CHAIR MATCHING PROGRAM
Included in the above results is **$9,500,000** in gifts & pledges towards a **$24,000,000** goal and establishes **6** new endowed chairs in The Richard Ivey School of Business (1), and Schulich School of Medicine & Dentistry (5).

GIFT PLANNING PROGRAM
In addition to the above gifts and pledges, Western University has been notified of **17** new expectancies, future commitments such as bequests or life insurance totaling **$5,376,313** toward a **$10,000,000** annual goal and an overall campaign progress of **$74,305,787** toward a **$100,000,000** campaign goal**.**
Overall Progress February 1989 to current $150,845,665 (Expectancies)

Fund Raising Initiatives Quarterly Report
as at October 31, 2012
(with comparative figures for the fiscal year 2010/11 and 2009/10)

	May 1, 2012 to April 30, 2013 (000's)			May 1, 2011 to April 30, 2012 (000's)			May 1, 2010 to April 30, 2011 (000's)		
(1) PLEDGE DATA	**Target**	**Actual**	**Actual as a % of Target**	**Target**	**Actual**	**Actual as a % of Target**	**Target**	**Actual**	**Actual as a % of Target**
Pledges outstanding May 1,	168,106	168,106	N/A	98,090	98,107	N/A	150,720	89,957	N/A
New Gifts & Pledges (Gross)	65,000	13,217	20.33%	60,000	130,211	217.02%	54,000	63,563	117.71%
Pledges cancelled/amended on new/prior pledges	-2,684	-280	10.43%	-2,041	-1,691	82.85%	-3,204	-1,743	54.40%
Net New Pledges/Gifts	**62,316**	**12,937**	**20.76%**	**57,959**	**128,520**	**221.74%**	**50,796**	**61,820**	**121.70%**
(2) Contributions received in payment of pledges/gifts:									
Foundation Western	9,500	3,369	35.46%	10,000	9,073	90.73%	10,000	11,490	114.90%
Western University	103,716	14,577	14.05%	38,289	49,066	128.15%	38,887	41,784	107.45%
Richard Ivey School of Business (Asia) Limited	422	1	0.13%	400	382	95.50%	396	396	100.00%
Total contributions received	**113,638**	**17,947**	15.79%	**48,689**	**58,521**	120.19%	**49,283**	**53,670**	108.90%
Net Pledges Outstanding	**116,784**	**163,096**	**139.66%**	**107,360**	**168,106**	**156.58%**	**152,233**	**98,107**	**64.45%**

Cost Per Dollar Raised	**Net**		**Cost per**	**Net**		**Cost per**	**Net**		**Cost per**
Advancement Fund Raising Units	**Pledges/Gifts**	**Expenses**	**Dollar Raised**	**Pledges**	**Expenses**	**Dollar Raised**	**Pledges**	**Expenses**	**Dollar Raised**
Development	7,294	1,977	$0.27	103,220	3,888	$0.04	27,733	3,389	$0.12
Richard Ivey School of Business	2,206	765	$0.35	16,871	1,641	$0.10	25,171	1,634	$0.06
Foundation Western	3,711	583	$0.16	9,700	1,174	$0.12	10,542	1,145	$0.11
Total Expenses/Cost Per Dollar Raised	**13,210**	**3,325**	**$0.25**	**129,791**	**6,703**	**$0.05**	**63,446**	**6,168**	**$0.10**
(3) 3-Year Average Cost Per Dollar Raised	**206,447**	**16,196**	**$0.08**						

(1) Includes total activity of:
Western University
The University of Western Ontario Inc.
The University of Western Ontario (UK) Foundation
The University of Western Ontario (HK) Foundation
Foundation Western
Richard Ivey School of Business (Asia) Limited

(2) Represents all contributions including cash, gift in kind and gift in purchase discounts entered in the Contributor Relations System within reporting period and may differ from the general ledger reporting period.

(3) 3-Year Rolling Average - reflects the major gift factor and the post campaign period.

Western

Institutional Advancement Units

Operating Budgets as at October 31, 2012
(with comparative figures for the fiscal year 2011/12 and 2010/11)

	May 1, 2012 to April 30, 2013				May 1, 2011 to April 30, 2012				May 1, 2010 to April 30, 2011			
Fund Raising Activity Summary	**Target**	**Actual**		**Actual as a % of Target**	**Target**	**Actual**		**Actual as a % of Target**	**Target**	**Actual**		**Actual as a % of Target**
New Gifts & Pledges (Gross)	65,000	13,217		20.33%	60,000	130,211		217.02%	54,000	63,563		117.71%
Cost Per Dollar by Units	**Budget**	**Expenses**	**% of Budget**	**Cost Per Dollar Raised**	**Budget**	**Expenses**	**% of Budget**	**Cost Per Dollar Raised**	**Budget**	**Expenses**	**% of Budget**	**Cost Per Dollar Raised**
Development	4,783	1,977	41.34%	$0.15	4,299	3,888	90.44%	$0.03	4,065	3,389	83.37%	$0.05
Richard Ivey School of Business	1,817	765	42.10%	$0.06	3,414	3,073	90.01%	$0.02	3,386	3,019	89.16%	$0.05
Alumni Relations*	429	287	66.83%	$0.02	968	838	86.57%	$0.01	1,267	796	62.83%	$0.01
Advancement Services	2,093	886	42.31%	$0.07	1,590	1,537	96.67%	$0.01	1,529	1,326	86.72%	$0.02
Foundation Western	1,176	583	49.57%	$0.04	1,177	1,174	99.75%	$0.01	1,149	1,145	99.65%	$0.02
Total All Institutional Advancement	**10,298**	**4,498**	**43.67%**	**$0.34**	**11,448**	**10,510**	**91.81%**	**$0.08**	**11,396**	**9,675**	**84.90%**	**$0.15**

***Includes budget and expenses of the Alumni Magazine**