



AT A GLANCE
FY 2016 - FY 2020

Wake Tech Foundation



a five year overview

WHAT A DIFFERENCE YOU'VE MADE FOR WAKE TECH!



Dear Friends:

On behalf of the students, faculty and my fellow members of the Wake Tech Foundation Board, I am excited to share our five year progress report with you!

As you will see in this document, our Foundation is responsible for a number of exciting initiatives and events that share the excellence of and build support for Wake Tech... the largest college or university in the state.

None of us could have imagined what 2019-2020 would bring to our campus and our community. I am very pleased our staff and board quickly shifted priorities to focus on helping students with emergency aid (Rally Fund) while continuing to push forward with our needed fundraising for traditional programs and activities.

This was a banner year for the Foundation, which achieved a new record of over \$7.1 million! We have you to thank! As a consistent supporter, you have provided the resources that help change lives for the better. We need you now more than ever, and this report shows we are putting your investment to work!

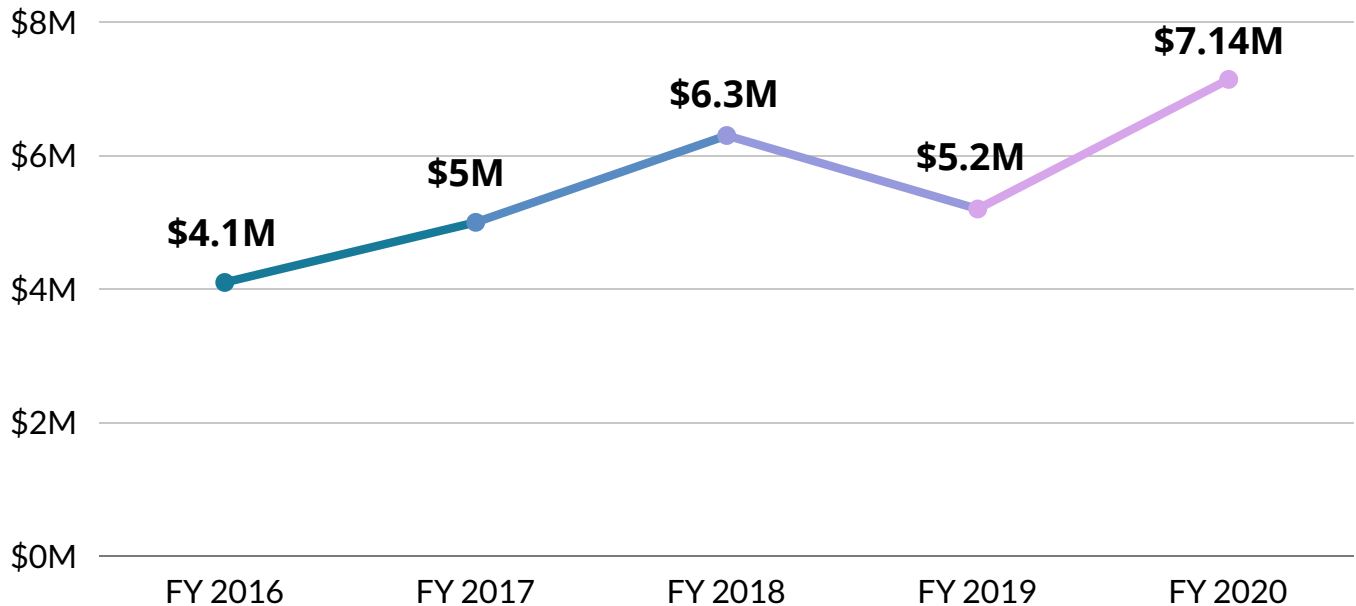
Should you have any questions or ideas to help us do our job better, please reach out to Matt Smith, Vice President, Development & Strategic Partnerships at mbsmith9@waketech.edu. Again, thank you for all you do for Wake Tech and our community!

Sincerely,
Whitney Westbrook
2020 Foundation Board Chair



FINANCIALS

Fundraising



\$7.14M

AMOUNT DONATED IN FY 2020

Endowment (Permanently Restricted)



FY 2020	\$7,716,000*
FY 2019	\$7,407,000
FY 2018	\$5,151,000
FY 2017	\$4,164,000
FY 2016	\$3,761,000

Total Assets



FY 2020	\$20,314,000*
FY 2019	\$17,998,000
FY 2018	\$16,508,000
FY 2017	\$14,078,000
FY 2016	\$12,761,000



**Unaudited numbers*

COLLEGE GIFT-IN-KIND

Wake Tech's operational support for the Foundation:

FY 2016	\$682,387
FY 2017	\$795,211
FY 2018	\$709,381
FY 2019	\$767,606
FY 2020	\$816,078

OUR PERFORMANCE (ROI)

For every \$1 invested by the College, we returned:

\$5 in FY 2016
\$5 in FY 2017
\$8 in FY 2018
\$8 in FY 2019
\$9 in FY 2020



EMPLOYEE ASSISTANCE

Programs, such as **Tuition Assistance**, **Excellence Awards** and **Professional Development & Capstone Projects**, allow employees to stay ahead of the curve.

Tuition Assistance

The Foundation awarded:

\$63,029 in FY 2016
\$49,642 in FY 2017
\$43,451 in FY 2018
\$39,362 in FY 2019
\$37,300 in FY 2020



PD/Capstone Projects

The Foundation awarded:

\$21,492 in FY 2016
\$22,754 in FY 2017
\$17,960 in FY 2018
\$36,580 in FY 2019
\$47,800 in FY 2020

Excellence Awards

The Foundation awarded:

\$32,731 in FY 2016
\$15,536 in FY 2017
\$20,500 in FY 2018
\$33,000 in FY 2019
\$37,440 in FY 2020



EMPLOYEE GIVING

The Employee Campaign is active throughout the fiscal year with a special kick-off each August.

Employee giving is based on **participation.**



WAKE TECH RETIREES

FY 2016

\$26,811

FY 2017

\$29,482

FY 2018

\$15,935

FY 2019

\$124,826

FY 2020

\$43,465

Wake Tech Retirees are an important group of donors solicited each spring.

SPECIAL FUNDRAISING INITIATIVES

2019-20



Let's Rally!

\$445K raised in support of the Rally Fund



Vroom Vroom!

\$1M given in support of Automotive Excellence and its programs



Nest Makeover!

Food Lion donated \$125K to renovate & stock five Nest locations



On Fire!

Wake Tech IGNITE raised \$91K in sponsorships



You're My Hero!

AT&T's sponsorship of \$7,500 established the "Thank a Hero" event



Knowledge is Power!

SAS donated \$500K towards faculty PD & \$40K for Strategic Planning

FOUNDATION SCHOLARSHIPS



of Scholarships Awarded:

FY 2016	253
FY 2017	305
FY 2018	325
FY 2019	327
FY 2020	332

of New Scholarships Established:

FY 2016	13
FY 2017	11
FY 2018	18
FY 2019	10
FY 2020	14

Foundation scholarship applications can be submitted online March 1 through April 30.

The above numbers are for Curriculum/Degree scholarships. Workforce Continuing Education scholarships are not included.



Highlights

For FY 2020, the Foundation had **966 applicants!**

296 applicants identified as first in family to attend college and 103 were awarded scholarships

147 veterans and/or parents & children of veterans applied and 62 were awarded scholarships

125 single parents applied and 41 were awarded scholarships

79 recent high school graduates applied and eight were awarded scholarships

DONOR RETENTION



FY 2016 872 donors out of 1,073
81%



FY 2017 967 donors out of 1,237
78%



FY 2018 962 donors out of 1,305
74%



FY 2019 946 donors out of 1,216
78%



FY 2020 936 donors out of 1,272
74%

According to Blackbaud's Benchmarking for Medium Higher Education Institutions, 48% is Average, 53.65% is Good and 60.39% is Great. The Higher Ed Benchmarking includes 4-year institutions as well as community colleges.

**10 out of the last 10 years - The Foundation's retention is better than Average.
6 out of the last 6 years - The Foundation's retention is above Great. 🌟**