Building Relationships and Fundraising
<table>
<thead>
<tr>
<th>Year</th>
<th>Dollars Raised</th>
<th>Dollars to Campus</th>
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</thead>
<tbody>
<tr>
<td>2018</td>
<td>$46.5 million</td>
<td>$14 million</td>
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<tr>
<td>2019</td>
<td>$159.8 million</td>
<td>$25.3 million</td>
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<tr>
<td>2020</td>
<td>$25.9 million</td>
<td>$18.1 million</td>
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<tr>
<td>2021</td>
<td>$197.3 million</td>
<td>$18.9 million</td>
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<tr>
<td>2022</td>
<td>$41.7 million</td>
<td>$44.6 million</td>
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</table>
What you think we do...
University and Foundation Relationship

“We go together like Peas and Carrots”
Forrest Gump
The Road Map to Fundraising

- MOU contracts
- Impact statements
- Fund guidelines
- Thanking donors
- Deans Reports
- Funding Priorities
- 1 database
How do I get involved?

- Get to know the Director of Development in your college
- Inform your chair and dean of fundraising ideas
- Attend events
- Understand that everyone knows everyone-Two degrees of separation in ND
- Help make the experience great at NDSU
- Serve on scholarship committees
- Spend the dollars raised
- Be willing to have a guest speaker
- Thank donors and share impact
IT’S ALL ABOUT RELATIONSHIPS
THANK YOU

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