

UNIVERSITY OF KENTUCKY BOARD OF TRUSTEES

Jake Lemon, Vice President for Philanthropy and Alumni Engagement



Agenda

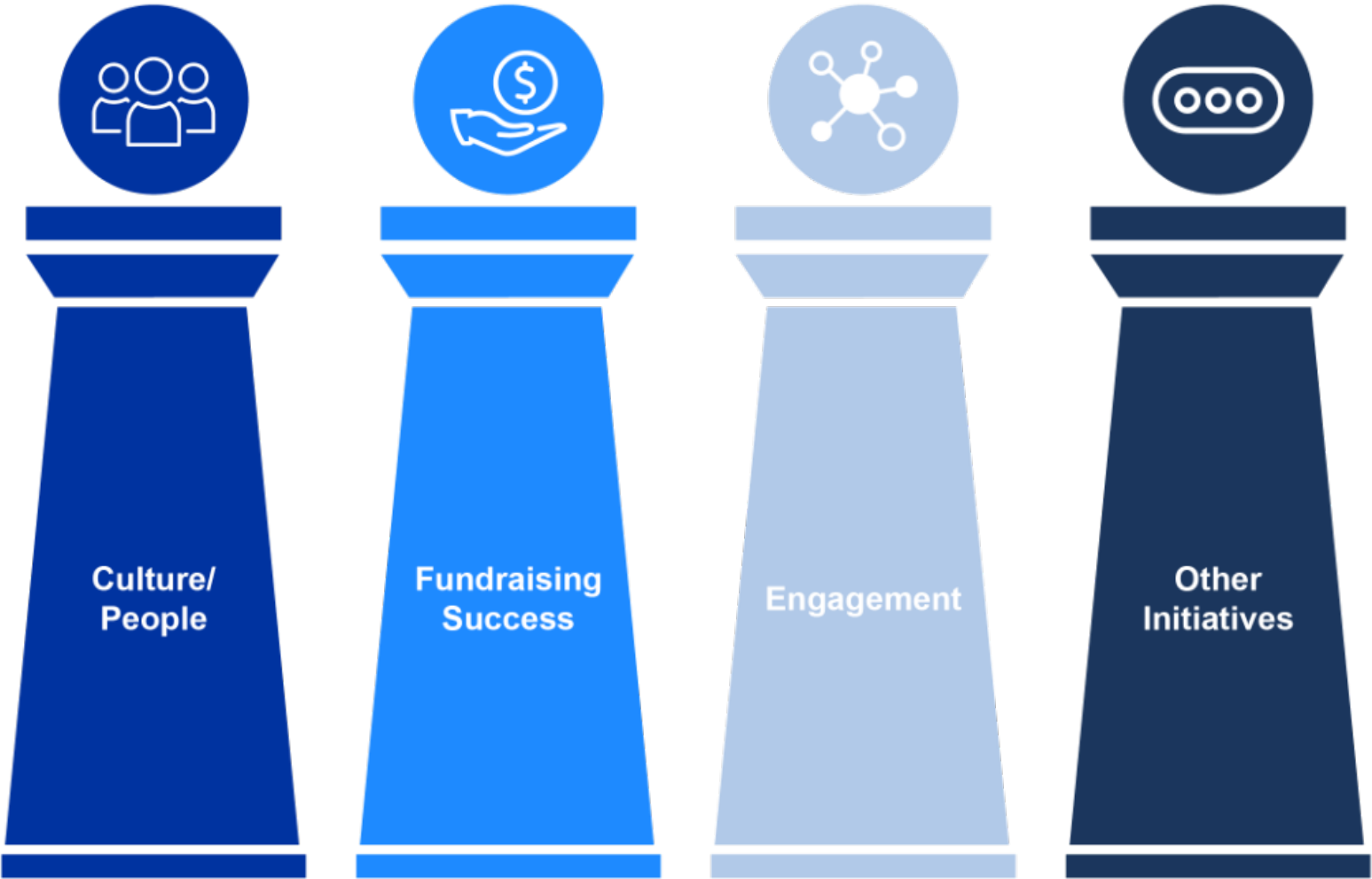
1. Balanced Scorecard
2. FY26 Results
3. SEC Comparison

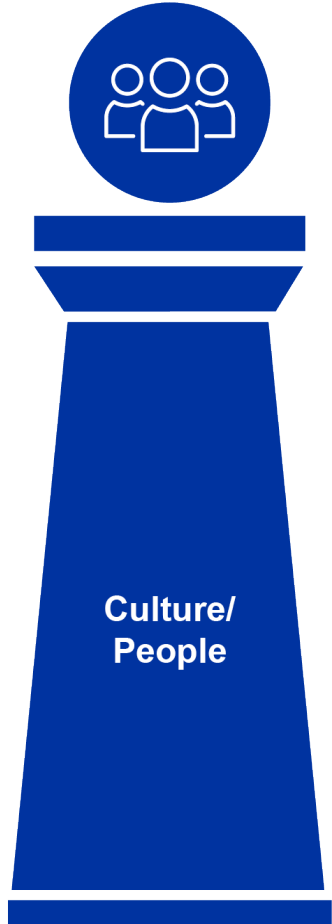


BALANCED SCORECARD

PHILANTHROPY AND ALUMNI ENGAGEMENT

Balanced Scorecard



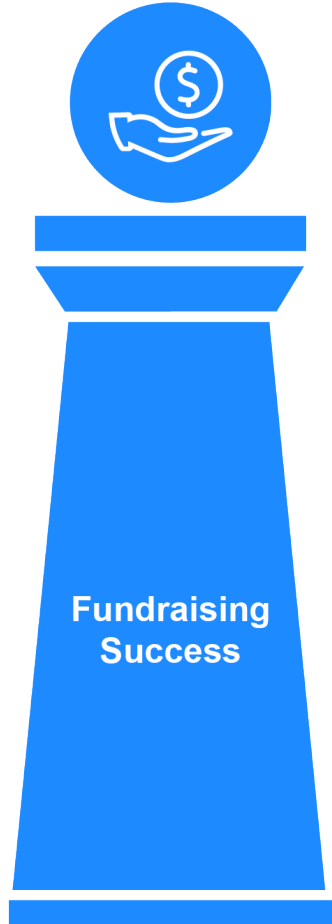


Talent Management

- Talent Development and Workforce Planning
- Refining Communication and Recognition
- Core Value/Management Training
- Gift Planning Training

PHILANTHROPY AND ALUMNI ENGAGEMENT

Fundraising Success

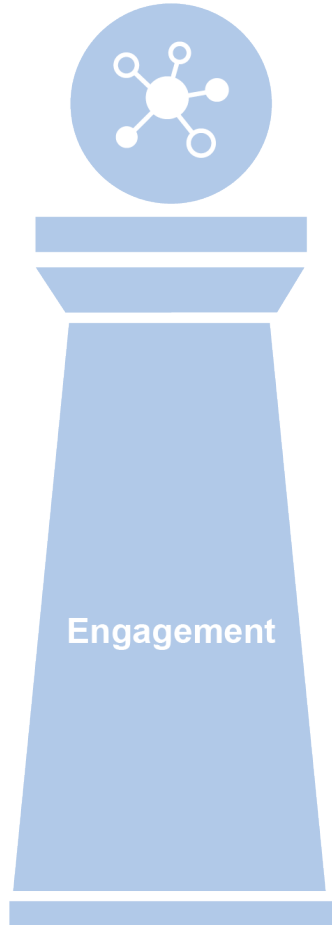


Pipeline Development

- Student Engagement/Philanthropy
- Recent Grad Engagement/Philanthropy
- Faculty/Staff

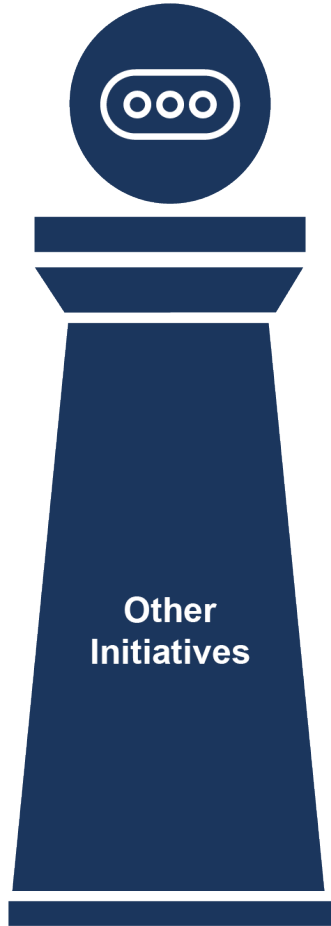
PHILANTHROPY AND ALUMNI ENGAGEMENT

Engagement



Grateful Patient

- Training and Education Program for Faculty/Staff
- Service Line Coverage
- Annual Giving



Database/CRM

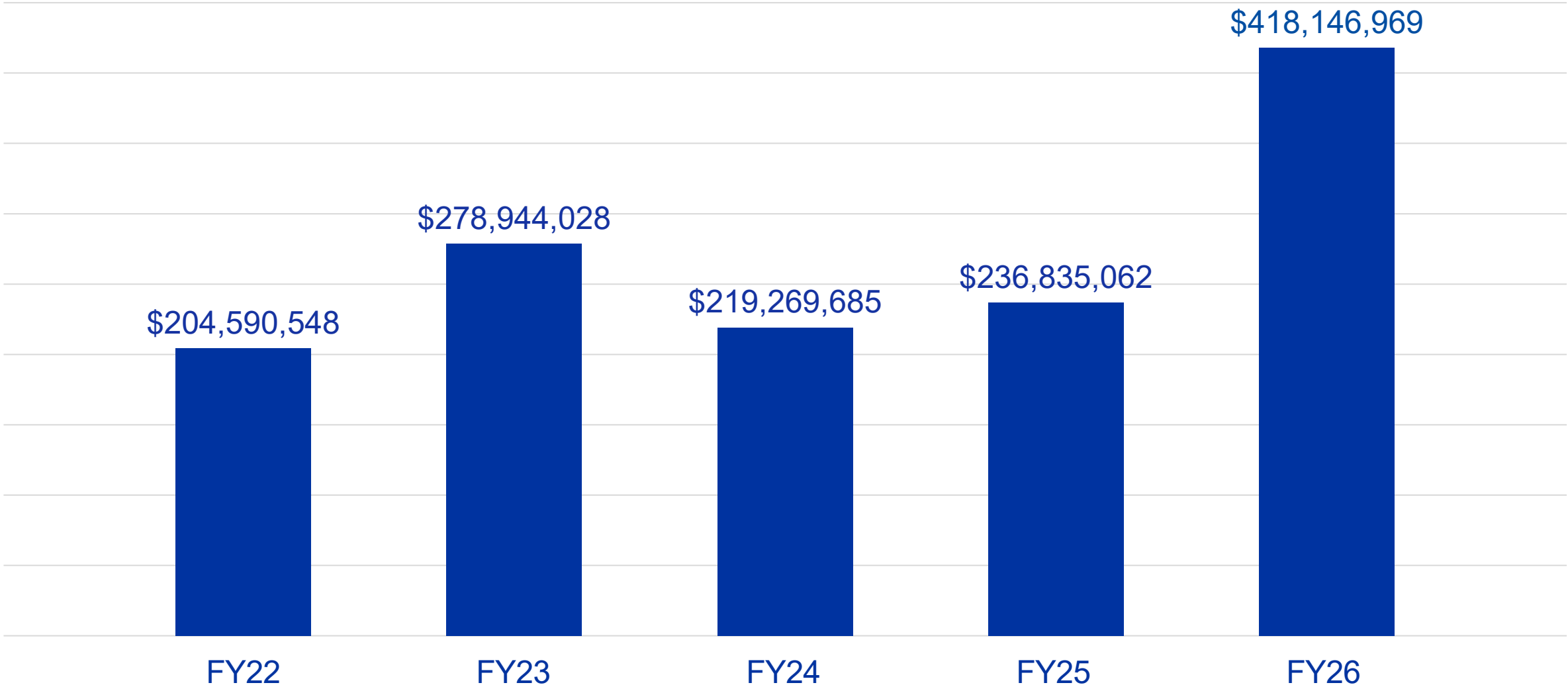
- Data Consolidation/Standardization
- New System Training and Adoption
- Change Management

FY26 RESULTS AND SEC COMPARISON

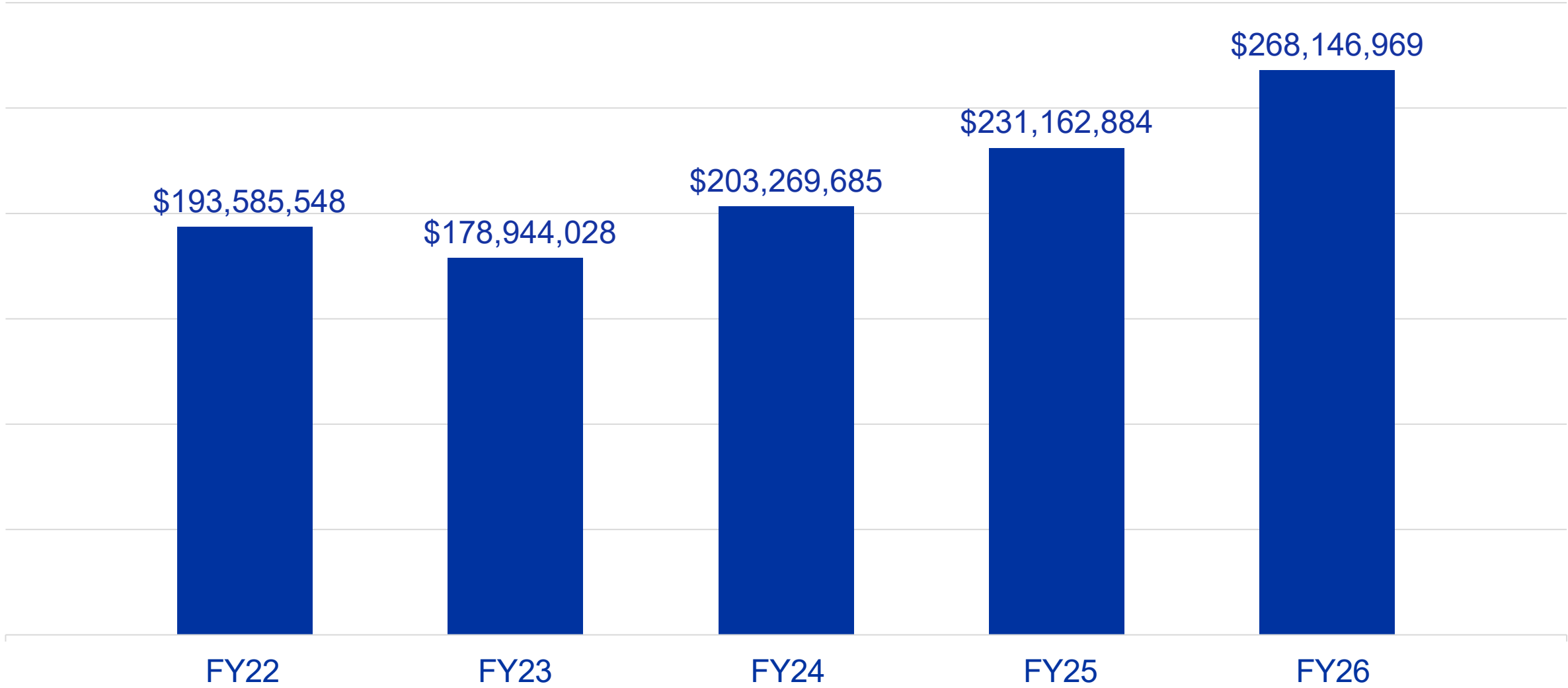
FY26 RESULTS AND SEC COMPARISON

Production

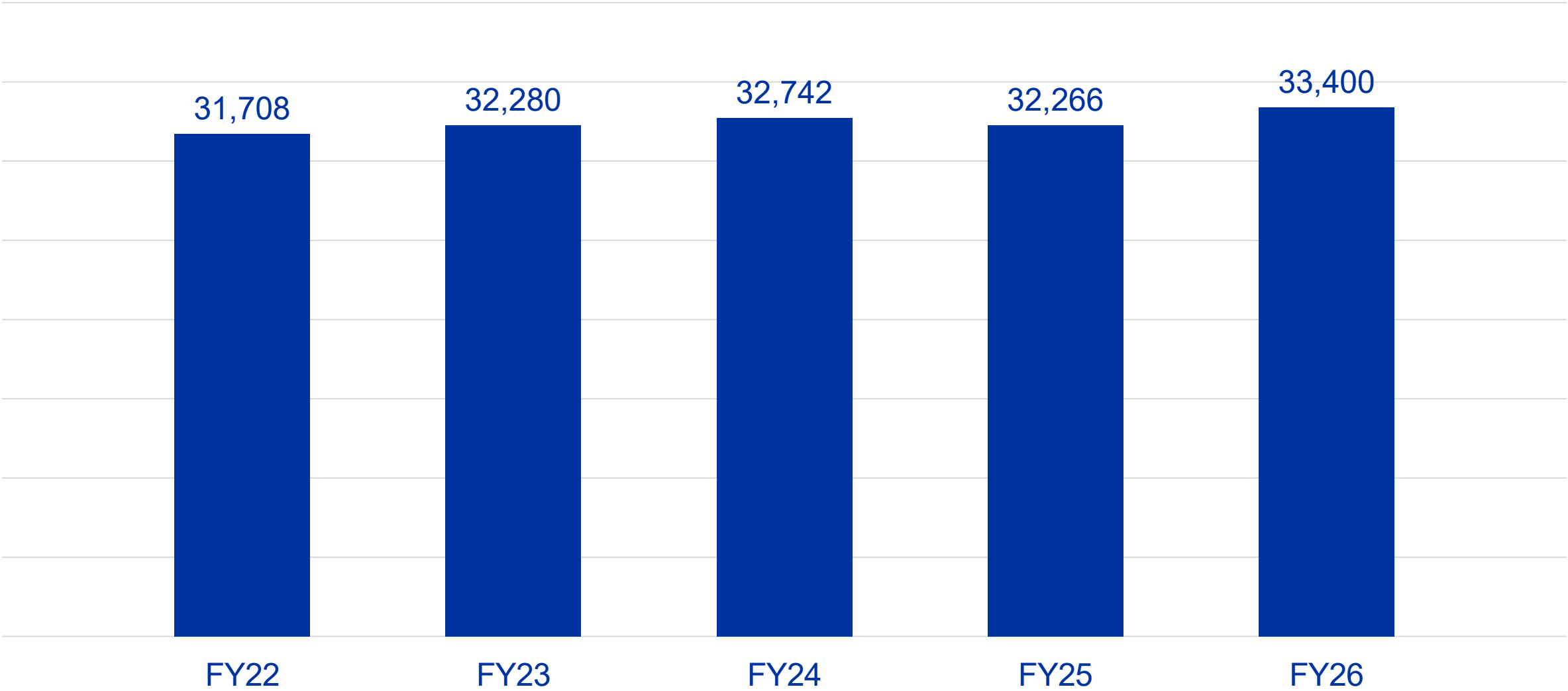
Total Commitments



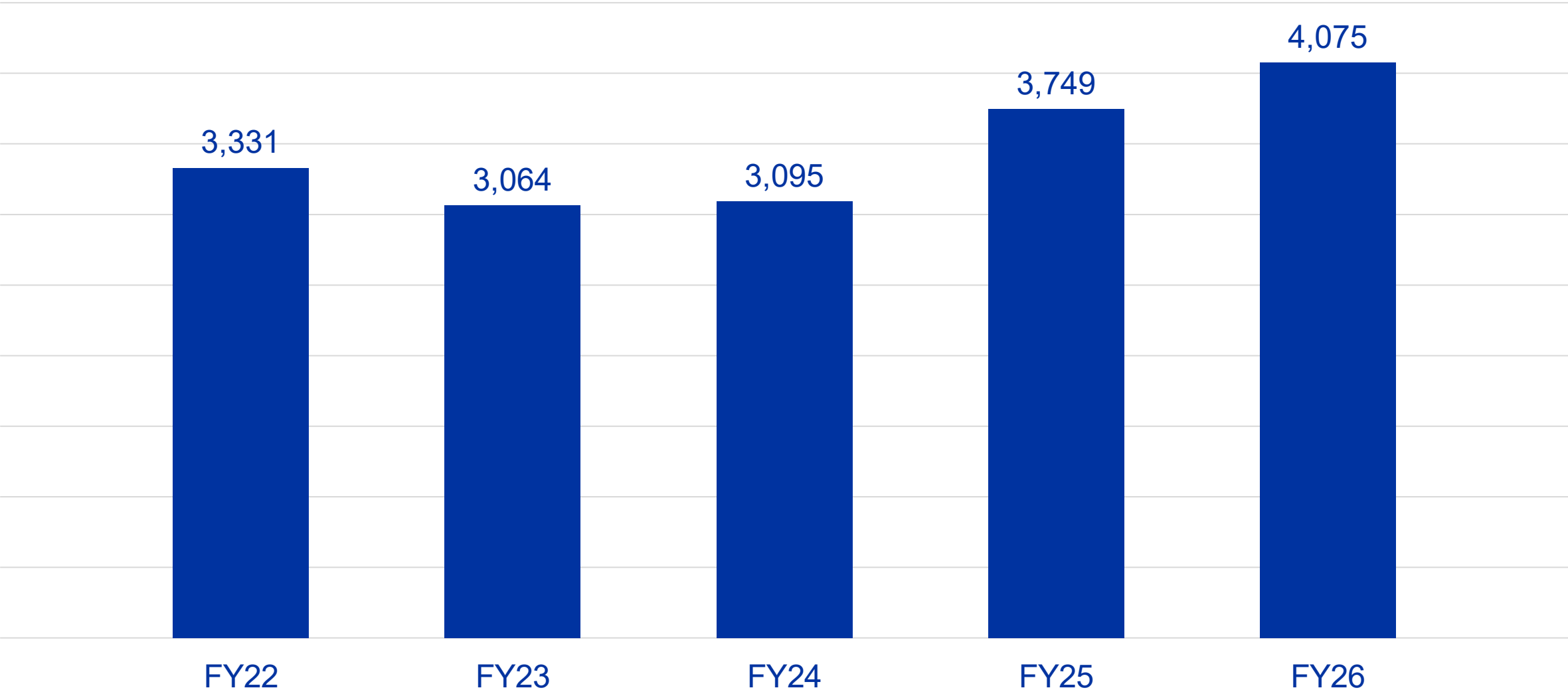
Fundraising Totals by Fiscal Year — Largest Gift Removed



Total Donors by Fiscal Year



Total Personal Meetings by Gift Officers

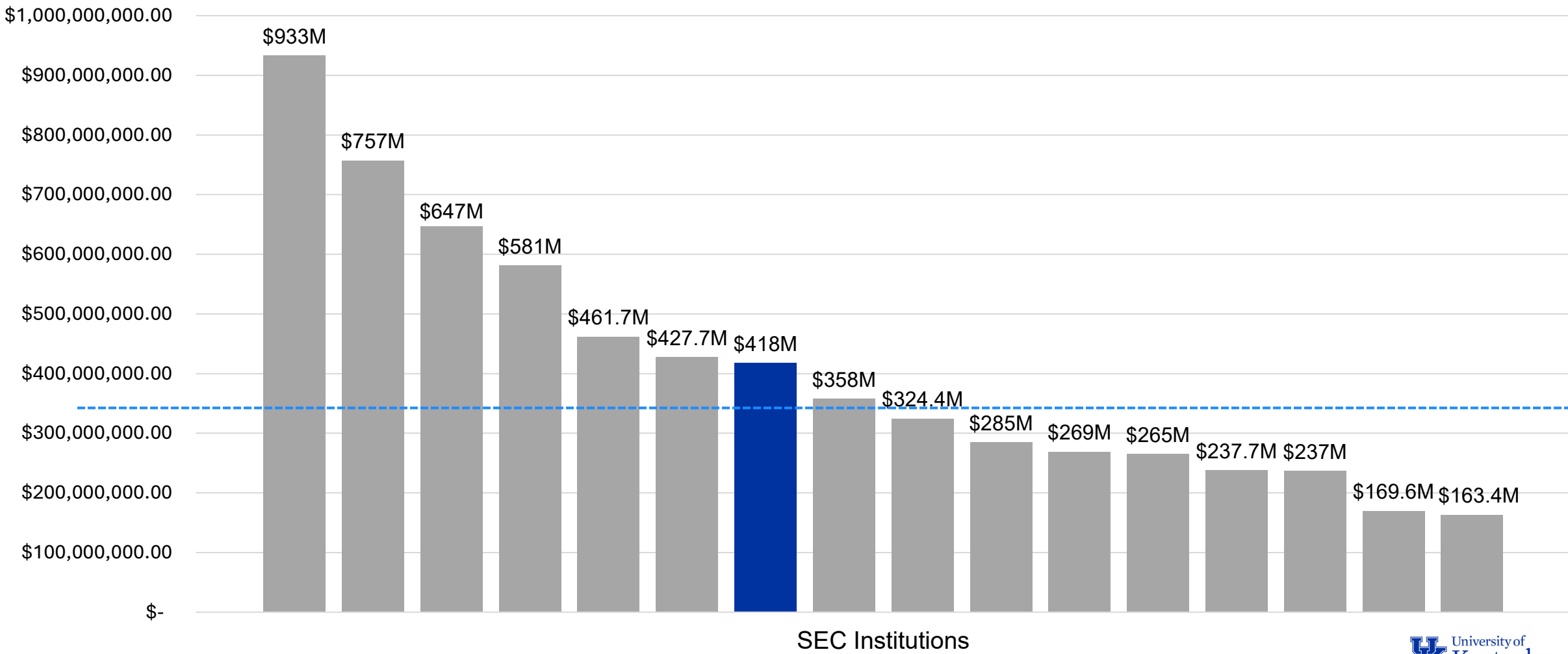


FY26 RESULTS AND SEC COMPARISON

Production

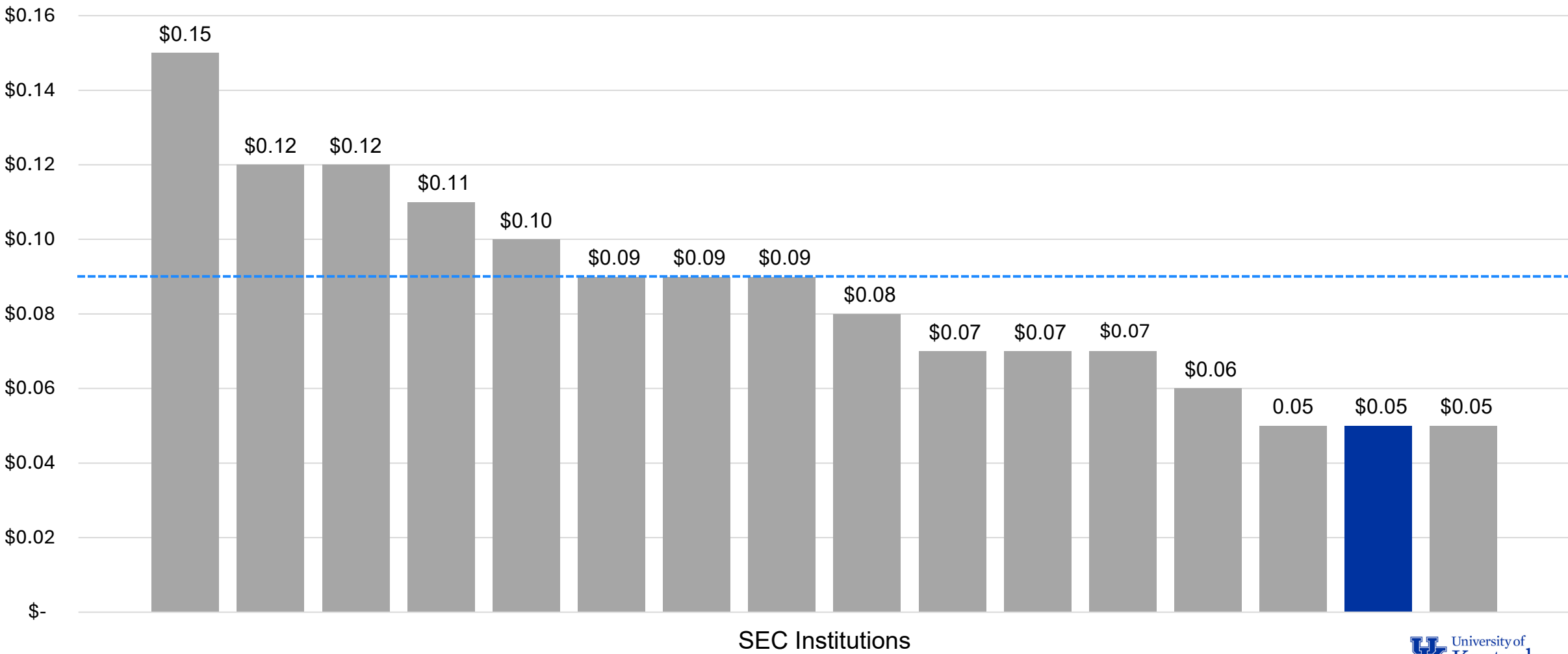
Total Fundraising Commitments: UK and SEC Peers

SEC peer mean of \$341.2M.



Cost To Raise One Dollar: UK and SEC Peers

UK spends \$0.05 to raise each dollar — \$0.04 less than the SEC peer median of \$0.09.



QUESTIONS

