

The University Advancement Division, under the leadership of Vice President Khatmeh Osseiran-Hanna, has noted continued progress in meeting goals for this quarter. The Annual Giving campaign is projected to reach 94 percent of its \$974,500 goal. Giving Tuesday raised more than \$60,000. Nathan Bish, interim director of Advancement Services and Annual Giving, provided a look behind the curtain of his office and all of its operations.

Custom impact reports and the annual donor report are being finalized through the Office of Alumni and Constituent Engagement. The volunteer e-newsletter open rate has climbed 4 percent to a 61 percent open rate.

Celebration weekend brought many smiles to IUP's Distinguished Alumni, leadership, and close family. The Celebration of Philanthropy was held in the Kovalchick Complex's Ed Fry Arena on April 8, paying tribute to the university's generous donors and scholarship recipients. The night also provided an opportunity for IUP leadership and alumni to honor the university's successful student-athletes. Many IUP Ambassadors attended this event and were acknowledged for their support and leadership.

The Volunteer Appreciation Breakfast welcomed 97 attendees in the Kovalchick Complex's PNC Room. Regina Stover, Class of 1975, was an engaging keynote speaker and captured the audience with her good humor and humbling volunteer stories.

The weekend closed with 105 individuals attending the Distinguished Alumni Awards Gala. Seven notable alumni were honored throughout the evening in the beautiful Blue Room of Sutton Hall.

The Office of Strategic Partnerships has continued to facilitate several corporate meetings to bridge the gap between IUP and these corporations. Some corporations to note are New Pig, NCCo, and Kingsberg. Conversations have continued with the 1889 Foundation and PNC Charitable Trusts.

This office coordinated an informational and collaborative gathering at the Punxsutawney West Campus for the area's stakeholders.

During fiscal year 2021-22, the University Advancement Division has received 29 major gifts totaling \$2,800,059. Special Projects have raised \$131,257 during this time. Finally, Planned Giving gifts have totaled \$11,976,191. The total raised as of March 31, 2022, is , which is double what