



**MAJOR GIFTS  
FISCAL YEAR 2004 – 2005**

**GOALS**

- Raise \$2,000,000 in gifts and pledges.
- Assist in developing plans for Endowment Campaign.
- Maintain momentum to raise funds for unmet needs of UNF.
- Continue to expand activities of Volunteer Initiative for Merit Students steering committee. Provide staff support to volunteers.
- Assist President in major gift fund raising.
- Focus on major gifts prospects among alumni including travel to meet with those who live in other geographic regions – involve faculty when appropriate.
- Continue to develop prospects at Ponte Vedra Beach
- Provide stewardship to major donors.
- Manage UNF's Stewardship Program
- Host cultivation events for prospects of endowment campaign and President's venture fund
- Assist the Vice President of Academic Affairs in developing external relationships.