The Michigan Difference

Campaign Update

Through June 2006
Campaign Milestones

June 30th, 2006

$2,182,075,923

Fiscal Year End
Calendar Year End
Fiscal Year End
Calendar Year End
Fiscal Year End
Campaign Kickoff

Campaign Counting Begins

Future Milestones

Fiscal Year End
Calendar Year End
Fiscal Year End
Calendar Year End
Fiscal Year End
Campaign Kickoff

Campaign Goal

$0

$0.5 Billion

$1.0 Billion

$1.5 Billion

$2.0 Billion

$2.5 Billion

June 30, 2006
December 31, 2005
June 30, 2005
December 31, 2004
June 30, 2004
May 13-15, 2004

$2.18 B
$1.99 B
$1.83 B
$1.64 B
$1.34 B
$1.25 B

July 1, 2000
The Michigan Difference Campaign
Progress through June 2006
by Purpose of Gift

<table>
<thead>
<tr>
<th>Purpose of Gift</th>
<th>Goal</th>
<th>Progress</th>
<th>% of Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Faculty Support</td>
<td>$425</td>
<td>$215</td>
<td>51%</td>
</tr>
<tr>
<td>Student Support</td>
<td>$400</td>
<td>$336</td>
<td>84%</td>
</tr>
<tr>
<td>Programmatic (Incl Res &amp; Disc)</td>
<td>$775</td>
<td>$924</td>
<td>119%</td>
</tr>
<tr>
<td>Buildings</td>
<td>$500</td>
<td>$369</td>
<td>74%</td>
</tr>
<tr>
<td><strong>Total Cash and Pledges</strong></td>
<td>$2,100</td>
<td>$1,844</td>
<td>88%</td>
</tr>
<tr>
<td>New Bequests</td>
<td>$400</td>
<td>$338</td>
<td>85%</td>
</tr>
<tr>
<td><strong>Total - All Gifts</strong></td>
<td>$2,500</td>
<td>$2,182</td>
<td>87%</td>
</tr>
</tbody>
</table>

Dollar Amounts in Millions
## The Michigan Difference Campaign
Progress through June 2006
By Type of Funds

<table>
<thead>
<tr>
<th>Type of Funds</th>
<th>Goal</th>
<th>Progress</th>
<th>% of Goal</th>
</tr>
</thead>
<tbody>
<tr>
<td>Endowment</td>
<td>$800</td>
<td>$613</td>
<td>77%</td>
</tr>
<tr>
<td>Expendable</td>
<td>$800</td>
<td>$862</td>
<td>108%</td>
</tr>
<tr>
<td>Buildings</td>
<td>$500</td>
<td>$369</td>
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*Dollar Amount in Millions*
The Michigan Difference Campaign
Progress Toward Goals
Through June 2006

70.6% Time Elapsed
The Michigan Difference Campaign
Progress through June 2006
By Source of Funds

Dollar Amounts in Millions

- Corporations: $155 (7%)
- Foundations: $292 (13%)
- Assoc./Others: $97 (4%)
- Bequest Intentions: $338 (16%)
- *Individuals: $1,300 (60%)

*Includes Realized Bequests
Campaign Prospects

Gift Table: $2.5 Billion

Gifts Needed: $50-100M - 2

Gifts Needed: $25M - 8

Gifts Needed: $10M - 20

Gifts Needed: $5M - 40

Gifts Needed: $1-5M - 250

Gifts Needed: $100K-1M - 2,300

Gifts Needed: Under $100K - Hundreds of Thousands

Prospects Identified:

- $50-100M: 9
- $25M: 8
- $10M: 27
- $5M: 145
- $1-5M: 463
- $100K-1M: 2,696
- Under $100K: 294,198

Gifts Realized:

- $50-100M: 2
- $25M: 8
- $10M: 13
- $5M: 33
- $1-5M: 238
- $100K-1M: 1,339
- Under $100K: 294,198
Michigan Difference
Campaign Trends & Projections

As of June 30th, 2006

Cash/Pledge Commitments

Quarter-end

Jun-00  Sep-00  Dec-00  Mar-01  Jun-01  Sep-01  Dec-01  Mar-02  Jun-02  Sep-02  Dec-02  Mar-03  Jun-03  Sep-03  Dec-03  Mar-04  Jun-04  Sep-04  Dec-04  Mar-05  Jun-05  Sep-05  Dec-05  Mar-06  Jun-06  Sep-06  Dec-06  Mar-07  Jun-07  Sep-07  Dec-07  Mar-08  Jun-08  Sep-08  Dec-08

$0  $500,000,000  $1,000,000,000  $1,500,000,000  $2,000,000,000  $2,500,000,000

$2.5B Goal