**Evolution of income as of 2011**

The fundraising department of the Vrije Universiteit Brussel, VUB Foundation, is responsible for the systematic increase in scale of the total revenue via funds (2015 and 2017 excluded). A great majority of this increase is due to the expansion of chairs, i.e. structural partnerships between external organisations and our university. The development of enterprise-related fundraising and the lead of an active and professional legacy policy are two additional causes of this increase. The recession of 2017 is explained below.

**Total revenue 2017**

![Chart showing evolution of income from 2011 to 2017]

The main objectives in the year of 2017 were to structure, evaluate, reflect and consolidate.
If the legacies were to be excluded, the annual income would have declined with €200,000 (compared to the year of 2016).

This contrast is caused by the donations that our university has received directly through faculties and services. The VUB Foundation was not involved in these contributions.

At the first sight it seems as if the income based on chairs decreased strongly. Although, the real disposable income per year taken into account, this recession is rather negligible. This decline is due to the termination of 7 chairs and the fact that the incomes of two chairs have not yet been registered.

Chairs:

Chairs are an important and sustainable means of providing additional support for the education and exploratory research of the professional groups with external funding. In addition, a chair is a long-term commitment that enables the development of a centre of excellence. At the end of 2017, the VUB had a total of 33 active chairs, including 3 new ones. Together, these chairs had a value of €1,368,558 in 2017.
Legacies:

The further development of an active legacy policy at the VUB is crucial in order to raise funds in the long term. People who legislate usually have very concrete wishes regarding the use of their funds after their death (often through the Named Fund). Total income from legacies opened in 2017 amounted to € 595,595.

Donations and Sponsorship:

To supplement the income from chairs and legacies with donations and sponsorship of general and specific projects, fundraising campaigns are organised by the VUB Foundation. In 2017, for example, several smaller actions focused on three projects, namely the VUB Children's University, the FabLab and Arabic Language Lessons. In addition, at the beginning of 2017, a number of large sums were deposited for the renovation of the swimming pool as a result of an alumni campaign. As a result, additional financial resources of € 1,104,709 were also found, mainly among students, employees and alumni of the VUB.

Transparent cost structure in accordance with the overhead regulations (17%)

In order to finance the operation of the VUB Foundation and the costs of fundraising, 17% is deducted from the gross income, in accordance with the overhead regulations of the VUB. The net income (83%) goes to specific projects (patrimony, research, education).