

Prospects **Total Number** **Average Portfolio Siz** **Total Rated Value**

Assigned Prospects
Unassigned Prospects

Giving Range	# of Gifts Needed	# of Prospects Needed	Prospect Pipeline
\$50,000,000-\$99,999,999	2	3	1
\$25,000,000-\$49,999,999	2	3	2
\$10,000,000-\$24,999,999	5	10	4
\$5,000,000-\$9,999,999	20	30	10
\$1,000,000-\$4,999,999	30	50	37
\$500,000-\$999,999	50	100	79
\$250,000-\$499,999	100	500	524
\$100,000-\$249,999	1000	900	271
\$50,000-\$99,999	1000	500	300
\$25,000-\$49,999	1000	600	345
\$10,000-\$24,999	2000	1100	900
<\$10,000	3000	2050	1400

Stage of Readiness

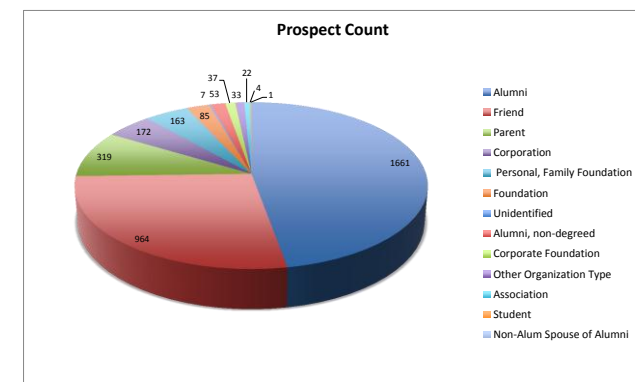
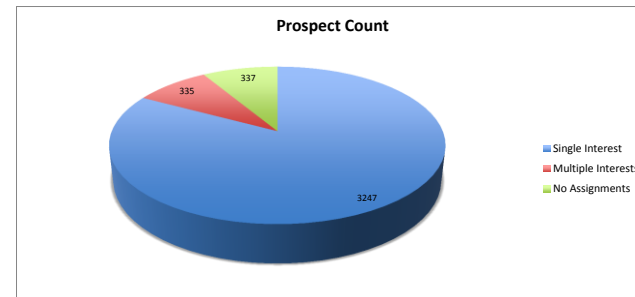
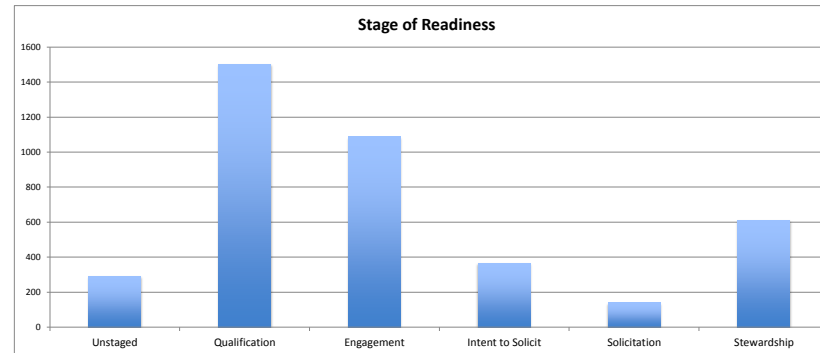
Prospect Stage	Count at Stage	% of Total
Unstaged	288	7.23%
Qualification	1500	37.64%
Engagement	1087	27.28%
Intent to Solicit	363	9.11%
Solicitation	139	3.49%
Stewardship	608	15.26%
Total	3985	100.00%

Prospect Grouping

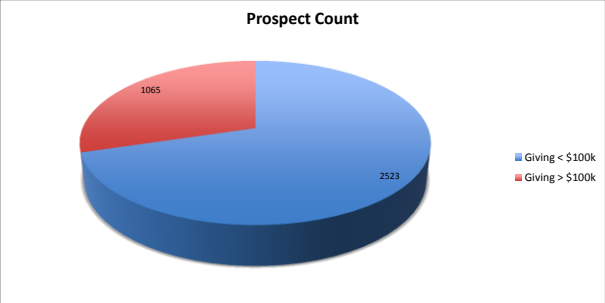
Prospect Grouping	Prospect Count	% of Total
Single Interest	3247	82.85%
Multiple Interests	335	8.55%
No Assignments	337	8.60%
Total	3919	100.00%

Prospect Grouping

Prospect Grouping	Prospect Count	% of Total
Alumni	1661	47.17%
Friend	964	27.38%
Parent	319	9.06%
Corporation	172	4.88%
Personal, Family Foundation	163	4.63%
Foundation	85	2.41%
Unidentified	7	0.20%
Alumni, non-degreed	53	1.51%
Corporate Foundation	37	1.05%
Other Organization Type	33	0.94%
Association	22	0.62%
Student	4	0.11%
Non-Alum Spouse of Alumni	1	0.03%
Total	3521	100.00%



Prospect Giving	Prospect Count	% of Total
Giving < \$100k	2523	70.32%
Giving > \$100k	1065	29.68%
Total	3588	100.00%



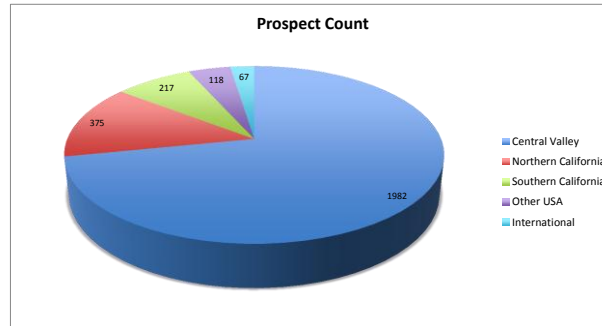
Prospects with Written Strategy

Prospect Grouping	Prospect Count	% of Total
Donors with Strategy	373	42.73%
Donors without Strategy	500	57.27%
Total	873	100.00%



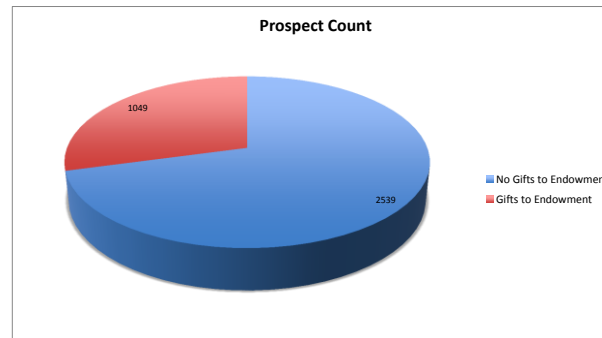
Prospect Region

Prospect Region	Prospect Count	% of Total
Central Valley	1982	71.84%
Northern California	375	13.59%
Southern California	217	7.87%
Other USA	118	4.28%
International	67	2.43%
Total	2759	100.00%



Prospect Grouping

Prospect Grouping	Prospect Count	% of Total
No Gifts to Endowment	2539	70.76%
Gifts to Endowment	1049	29.24%
Total	3588	100.00%



Major Gift Pipeline

	2006	2007	2008	2009	2010	2011
Major Gift Prospects Identified	3500	2500	6500	7500	2309	3700
Prospect Visits	1478	4587	3575	3907	5387	2803
Intent to Solicit	4629	4782	6398	5045	6057	4008
Proposals Presented	2890	2357	9487	2893	6485	7000
Number Signed Gift Agreements	1278	3672	1629	2039	2789	3200
Amount Signed Gift Agreements	2500	3790	4990	2003	2378	2780
Cash & Commitments	5000	6400	6700	4900	3055	6055

