

	Bakersfield	Channel Islands	Dominguez Hills	East Bay	Humboldt	Los Angeles	Maritime	Mohave Valley	San Bernardino	San Diego	San Francisco	San Jose	Sacramento	San Francisco	San Jose	Sacramento
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**Table 1: Cost to Raise a Dollar**

Gift Commitments	\$0.23	\$0.28	\$0.14	\$0.20	\$0.12	\$0.14	\$0.31	\$0.24	\$0.21	\$0.25	\$0.36	\$0.26	\$0.32	\$0.21	\$0.14	\$0.14	\$0.23
Charitable Gift Receipts (VSE)	\$0.27	\$0.51	\$0.13	\$0.27	\$0.14	\$0.26	\$0.20	\$0.23	\$0.24	\$0.20	\$0.43	\$0.26	\$0.32	\$0.19	\$0.18	\$0.17	\$0.24

**Table 2: Net Return on Investment: Gift Revenue Realized as a Percentage of Dollars Spent on Fundraising**

Gift Commitments	336%	251%	629%	402%	769%	635%	222%	322%	372%	244%	177%	291%	211%	350%	387%	385%	610%	606%	340%
Charitable Gift Receipts (VSE)	265%	98%	274%	274%	610%	285%	408%	337%	321%	407%	132%	253%	241%	422%	470%	503%	300%		

**Table 3: Total Amount Spent on Alumni Relations per Dollar Raised**

Gift Commitments	\$0.04	\$0.07	\$0.09	\$0.14	\$0.06	\$0.05	\$0.11	\$0.03	\$0.10	\$0.04	\$0.11	\$0.12	\$0.11	\$0.06	\$0.03	\$0.10	\$0.04	\$0.03	\$0.06
Charitable Gift Receipts (VSE)	\$0.05	\$0.13	\$0.09	\$0.19	\$0.08	\$0.10	\$0.07	\$0.03	\$0.11	\$0.03	\$0.13	\$0.13	\$0.10	\$0.06	\$0.05	\$0.09	\$0.05	\$0.04	\$0.07

**Table 4: Total Amount Spent on Other Constituent Relations per Dollar Raised**

Gift Commitments	\$0.03	\$0.20	\$0.16	\$0.05	\$0.03	\$0.05	\$0.12	\$0.27	\$0.17	\$0.11	\$0.23	\$0.13	\$0.30	\$0.11	\$0.09	\$0.11	\$0.06	\$0.06	\$0.10
Charitable Gift Receipts (VSE)	\$0.03	\$0.36	\$0.16	\$0.07	\$0.04	\$0.09	\$0.08	\$0.26	\$0.19	\$0.08	\$0.27	\$0.14	\$0.27	\$0.11	\$0.14	\$0.11	\$0.06	\$0.06	\$0.10

**Table 5: Total Amount Spent on Fundraising, Alumni Relations, Other Constituent Relations, Administration and Total Advancement as a Percentage of Educational and General Budget (National Comparison Number)**

Fundraising Expenditures	0.98%	1.20%	0.25%	0.59%	0.64%	0.60%	1.24%	0.94%	0.46%	0.65%	0.92%	0.81%	0.87%	0.80%	0.72%	0.57%	0.60%	0.76%	0.67%
Alumni Relations Expenditures	0.18%	0.30%	0.17%	0.42%	0.35%	0.22%	0.45%	0.11%	0.21%	0.10%	0.28%	0.37%	0.29%	0.22%	0.12%	0.27%	0.17%	0.19%	0.18%
Other Constituent Relations Expenditures	0.11%	0.85%	0.30%	0.16%	0.16%	0.20%	0.48%	0.06%	0.36%	0.28%	0.58%	0.41%	0.80%	0.38%	0.24%	0.32%	0.27%	0.30%	0.28%
Administration Expenditures	0.54%	0.81%	0.26%	0.19%	0.15%	0.21%	1.24%	0.50%	0.30%	0.35%	0.36%	0.24%	0.26%	0.17%	0.16%	0.15%	0.28%	0.65%	0.46%
Total Advancement Expenditures	1.81%	3.16%	0.99%	1.36%	1.30%	1.24%	3.41%	2.62%	1.33%	1.38%	2.14%	1.82%	2.22%	1.57%	1.73%	1.30%	1.32%	1.90%	1.60%
Total Fundraising Expenditures Compared to SCF	2.19%	2.18%	0.69%	1.50%	1.34%	1.38%	2.08%	1.84%	1.28%	1.47%	1.88%	2.02%	2.51%	2.00%	1.71%	1.61%	1.72%	2.31%	1.56%
Total Advancement Expenditures Compared to SCF	4.05%	5.74%	2.32%	3.43%	2.73%	2.86%	5.11%	5.11%	3.73%	3.14%	4.39%	4.56%	6.40%	3.83%	4.08%	3.68%	3.67%	4.79%	3.74%

**Table 6: State Amount Spent on Fundraising, Alumni Relations, Other Constituent Relations, Administration and Total Advancement as a Percentage of State General Fund Budget (CSU Comparison Number)**

Fundraising Expenditures	0.98%	1.84%	0.59%	1.47%	1.30%	1.28%	1.04%	1.24%	1.00%	1.44%	1.09%	1.51%	1.99%	1.89%	0.91%	1.61%	1.44%	1.89%	1.53%
Alumni Relations Expenditures	0.23%	0.45%	0.14%	0.33%	0.52%	0.31%	0.78%	0.18%	0.41%	0.18%	0.49%	0.81%	0.72%	0.37%	0.17%	0.61%	0.49%	0.35%	0.31%
Other Constituent Relations Expenditures	0.18%	1.29%	0.71%	0.40%	0.40%	0.47%	0.80%	0.34%	0.63%	0.53%	1.09%	0.94%	2.28%	0.58%	0.32%	0.27%	0.30%	0.66%	0.66%
Administration Expenditures	0.48%	1.23%	0.61%	0.43%	0.32%	0.43%	1.45%	0.76%	0.82%	0.77%	0.54%	0.49%	0.73%	0.43%	0.15%	0.41%	0.82%	1.57%	1.07%
Total Advancement Expenditures	1.89%	4.81%	2.32%	3.25%	2.47%	2.48%	4.08%	4.01%	3.22%	3.02%	3.20%	3.75%	5.72%	3.64%	2.80%	3.53%	3.54%	4.69%	3.57%

**Table 7: Total Amount Spent on Fundraising per Student FTE and Alumni of Record**

per student	\$148	\$251	\$35	\$81	\$111	\$90	\$376	\$187	\$79	\$105	\$145	\$119	\$125	\$108	\$101	\$84	\$93	\$151	\$105
per alumnus of record	\$31	\$193	\$6	\$12	\$18	\$12	\$83	\$146	\$19	\$34	\$21	\$13	\$18	\$14	\$16	\$11	\$9	\$13	\$15

**Table 8: Total Amount Spent on Alumni Relations per Student FTE and Alumnus of Record**

per student	\$27	\$62	\$24	\$57	\$61	\$34	\$139	\$22	\$36	\$17	\$43	\$6	\$54	\$42	\$29	\$16	\$39	\$26	\$37
per alumnus of record	\$6	\$48	\$4	\$9	\$10	\$5	\$30	\$17	\$6	\$5	\$6	\$6	\$6	\$4	\$3	\$5	\$3	\$3	\$4

**Table 9: Total Amount Spent on Other Constituent Relations per Student FTE and Alumnus of Record**

per student	\$17	\$177	\$42	\$22	\$28	\$30	\$146	\$211	\$62	\$45	\$92	\$67	\$114	\$52	\$45	\$47	\$41	\$59	\$44
per alumnus of record	\$4	\$137	\$7	\$3	\$5	\$4	\$32	\$165	\$15	\$15	\$13	\$7	\$17	\$7	\$7	\$6	\$4	\$6	\$6

**Table 10: Amount Spent on Total Advancement per Student Enrolled and per Alumnus of Record**

per student	\$274	\$660	\$136	\$198	\$227	\$185	\$1,038	\$519	\$220	\$222	\$338	\$268	\$319	\$213	\$241	\$191	\$202	\$378	\$250
per alumnus of record	\$58	\$509	\$24	\$26	\$37	\$25	\$228	\$406	\$24	\$72	\$49	\$38	\$47	\$28	\$39	\$26	\$20	\$33	\$35

**Table 11: Average Gift per Fundraising Professional FTE**

Gift Commitments	\$612,426	\$800,181	\$1,609,632	\$1,093,767	\$1,419,636	\$1,027,413	\$1,151,429	\$780,174	\$938,484	\$648,020	\$677,884	\$649,105	\$546,387	\$746,199	\$890,139	\$747,610	\$1,150,198	\$903,234	\$700,335
Charitable Gift Receipts (VSE)	\$512,390	\$450,714	\$1,655,089	\$807,284	\$1,169,140	\$636,584	\$1,813,538	\$606,039	\$837,245	\$838,311	\$668,043	\$586,097	\$599,069	\$608,512	\$773,709	\$895,159	\$922,488	\$772,215	\$651,425

**Table 12: Total Expenses of Fundraising, Alumni Relations, Other Constituent Relations and Administration as a Percentage of Total Advancement Expenses**

Fundraising Expenditures	54.21%	38.03%	25.62%	43.66%	48.98%	48.40%	36.27%	35.94%	34.53%	47.21%	42.85%	44.27%	39.12%	50.93%	41.85%	43.80%	45.78%	39.91%	41.88%
Alumni Relations Expenditures	9.86%	9.44%	17.81%	30.81%	27.02%	18.12%	13.36%	4.30%	15.89%	7.46%	12.89%	20.24%	13.07%	13.79%	6.92%	20.59%	12.77%	9.82%	11.25%
Other Constituent Relations Expenditures	6.24%	26.88%	30.67%	11.80%	12.34%	16.36%	14.08%	40.58%	27.17%	20.27%	27.22%	22.28%	35.92%	24.28%	18.75%	24.43%	20.35%	15.51%	17.78%
Administration Expenditures	29.57%	25.65%	26.10%	13.94%	11.66%	17.12%	36.29%	16.18%	22.61%	25.04%	17.05%	13.12%	11.88%	11.01%	32.58%	11.18%	21.11%	34.76%	29.10%

**Table 13: Endowment**

As a Percent of State General Fund	29.17%	20.38%	12.85%	12.55%	29.65%	15.12%	13.77%	20.74%	19.76%	27.29%	17.28%	42.76%	17.59%	36.90%	29.70%	20.26%	38.09%	44.05%	54.76%
Dollars Per Student	\$1,973	\$2,345	\$750	\$683	\$2,471	\$981	\$2,515	\$2,107	\$1,213	\$1,951	\$1,330	\$2,511	\$875	\$5,801	\$1,750	\$1,051	\$1,992	\$2,873	\$3,661

**Expenditure Type: State**

Fundraising Expenditures	\$489,129	\$701,067	\$384,305	\$997,372	\$811,323	\$1,324,093	\$170,492	\$571,900	\$832,194	\$771,194	\$564,585	\$1,361,060	\$2,708,235	\$2,810,112	\$1,004,378	\$2,034,583	\$1,853,791	\$2,363,567	\$780,791
Alumni Relations Expenditures	\$115,088	\$173,296	\$250,334	\$603,633	\$325,255	\$322,406	\$125,022	\$84,289	\$339,683	\$98,028	\$250,309	\$732,519	\$982,004	\$552,927	\$182,088	\$785,388	\$636,309	\$443,142	\$158,801
Other Constituent Relations Expenditures	\$91,755	\$492,783	\$436,014	\$273,625	\$431,704	\$451,704	\$131,799	\$842,089	\$823,098	\$334,747	\$560,572	\$880,120	\$3,113,099	\$1,415,775	\$634,009	\$1,134,801	\$1,012,541	\$1,097,596	\$339,254
Administration Expenditures	\$240,057	\$467,477	\$371,058	\$1,166,896	\$1,188,378	\$441,801	\$239,612	\$350,272	\$678,221	\$445,246	\$278,006	\$439,258	\$1,001,348	\$633,759	\$1,267,715	\$519,286	\$1,090,421	\$1,066,095	\$544,638
Total Advancement	\$936,029	\$1,634,622	\$1,421,712	\$2,208,317	\$1,544,979	\$2,571,904	\$666,805	\$1,848,629	\$2,673,196	\$1,616,213	\$1,643,472	\$3,392,956	\$7,624,715	\$5,412,472	\$3,088,189	\$4,454,058	\$4,552,082	\$5,007,399	\$1,823,484

**Expenditure Type: Other**

Fundraising Expenditures	\$604,902	\$1,303,572	\$0	\$17,537	\$22,232	\$107,824	\$168,940	\$273,956	\$237,547	\$14,910	\$410,978	\$460,546	\$707,922	\$163,982	\$976,536	\$0	\$424,306	\$528,621	\$18,404
Alumni Relations Expenditures	\$86,298	\$33,120	\$0	\$90,845	\$134,487	\$21,047	\$0	\$16,865	\$146,426	\$0	\$0	\$0	\$0	\$0	\$191,259	\$0	\$268,699	\$55,793	\$0
Other Constituent Relations Expenditures	\$34,121	\$95,030	\$0	\$628	\$0	\$2,424	\$0	\$1,103,102	\$18,610	\$2,700	\$52,780	\$66,610	\$1,870	\$23,651	\$0	\$0	\$26,383	\$0	\$0
Administration Expenditures	\$356,729	\$93,523	\$0	\$7,366	\$0	\$64,879	\$99,342	\$107,033	\$22,286	\$2,700	\$106,145	\$104,348	\$36,337	\$8,915	\$196,608	\$0	\$0	\$52,915	\$10,533
Total Advancement	\$1,082,040	\$2,025,245	\$0	\$116,376	\$156,719	\$395,174	\$268,882	\$500,666	\$424,669	\$246,900	\$603,668	\$627,706	\$1,406,211	\$191,259	\$424,206	\$1,076,516	\$439,330	\$584,930	\$28,937

**Grand Total: Fundraising** \$1,094,032 \$831,639 \$384,305 \$1,014,909 \$833,555 \$1,432,817 \$339,432 \$946,856 \$1,069,741 \$786,104 \$965,563 \$1,821,606 \$3,416,157 \$2,974,094 \$1,880,915 \$2,034,583 \$2,278,097 \$2,892,187 \$799,195

**Grand Total: Alumni Relations** \$201,376 \$296,586 \$250,334 \$711,478 \$459,742 \$336,463 \$125,022 \$101,133 \$488,110 \$124,620 \$200,104 \$932,742 \$1,141,619 \$805,014 \$306,373 \$866,647 \$636,309 \$711,741 \$214,594

**Grand Total: Other Constituent Relations** \$125,876 \$587,813 \$436,014 \$274,252 \$210,024 \$484,128 \$131,799 \$955,101 \$841,708 \$337,447 \$613,352 \$916,630 \$3,136,750 \$1,417,645 \$842,791 \$1,134,801 \$1,012,541 \$1,123,979 \$339,254

**Grand Total: Administration** \$596,786 \$661,000 \$371,058 \$1,346,052 \$1,188,378 \$666,680 \$339,554 \$451,305 \$700,507 \$416,946 \$384,151 \$643,606 \$1,037,686 \$642,674 \$1,464,322 \$519,286 \$1,090,421 \$2,519,010 \$555,271

**Grand Total: Advancement** \$2,018,069 \$2,196,637 \$1,421,712 \$2,324,983 \$1,701,698 \$2,960,076 \$935,787 \$2,353,395 \$3,098,065 \$1,666,118 \$2,253,710 \$4,114,583 \$8,732,211 \$6,839,426 \$4,494,401 \$4,645,316 \$4,976,388 \$7,246,917 \$1,908,314

**Total Professional Fundraising Staff (FTE)** 7.79 3.65 1.65 4.70 5.10 10.25 0.95 5.17 5.57 4.77 3.95 10.96 19.46 17.94 10.30 13.20 22.59 5.02

**Annual Campus Data**

	Fresno	Long Beach	San Diego	San Luis Obispo	CSU Minuteman	CSU Monterey	CSU Monterey	CSU Monterey	MT Diabole	MT Diabole	Group 1 Mean	Group 1 Median	Group 2 Mean	Group 3 Mean	Group 3 Median	National Mean	National Median
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**Table 1: Cost to Raise a Dollar**

Gift Commitments	\$0.22	\$0.11	\$0.17	\$0.17	\$0.11	\$0.36	\$0.21	\$0.21	\$0.16	\$0.25	\$0.23	\$0.23	\$0.22	\$0.21	\$0.17	N/A	N/A
Charitable Gift Receipts (VSE)	\$0.18	\$0.25	\$0.19	\$0.18	\$0.13	\$0.51	\$0.24	\$0.24	\$0.19	\$0.27	\$0.26	\$0.24	\$0.24	\$0.24	\$0.20	\$0.16	\$0.11

**Table 2: Net Return on Investment: Gift Revenue Realized as a Percentage of Dollars Spent on Fundraising**

Gift Commitments	349%	796%	483%	473%	177%	796%	372%	372%	306%	544%	401%	336%	397%	368%	525%	478%	N/A
Charitable Gift Receipts (VSE)	462%	299%	425%	447%	98%	650%	312%	321%	269%	344%	321%	342%	342%	315%	408%	436%	525%

**Table 3: Total Amount Spent on Alumni Relations per Dollar Raised**

Gift Commitments	\$0.06	\$0.04	\$0.02	\$0.08	\$0.02	\$0.14	\$0.07	\$0.06	\$0.04	\$0.10	\$0.08	\$0.07	\$0.07	\$0.06	\$0.05	\$0.05	N/A
Charitable Gift Receipts (VSE)	\$0.05	\$0.10	\$0.03	\$0.08	\$0.03	\$0.19	\$0.08	\$0.08	\$0.05	\$0.10	\$0.09	\$0.09	\$0.07	\$0.06	\$0.06	\$0.07	\$0.06

**Table 4: Total Amount Spent on Other Constituent Relations per Dollar Raised**

Gift Commitments	\$0.06	\$0.06	\$0.02	\$0.07	\$0.02	\$0.30	\$0.11	\$0.10	\$0.06	\$0.15	\$0.13	\$0.12	\$0.12	\$0.10	\$0.05	\$0.06	N/A
Charitable Gift Receipts (VSE)	\$0.05	\$0.12	\$0.02	\$0.06	\$0.02	\$0.36	\$0.13	\$0.10	\$0.07	\$0.15	\$0.15	\$0.12	\$0.13	\$0.11	\$0.07	\$0.06	\$0.08

**Table 5: Total Amount Spent on Fundraising, Alumni Relations, Other Constituent Relations, Administration and Total Advancement as a Percentage of Educational and General Budget (National Comparison Number)**

Fundraising Expenditures	1.13%	0.80%	1.84%	1.09%	0.25%	1.84%	0.83%	0.80%	0.62%	0.96%	0.77%	0.66%	0.72%	0.74%	1.22%	1.11%	
Alumni Relations Expenditures	0.30%	0.30%	0.25%	0.49%	0.10%	0.49%	0.26%	0.25%	0.17%	0.30%	0.25%	0.22%	0.20%	0.20%	0.34%	0.30%	
Other Constituent Relations Expenditures	0.30%	0.40%	0.23%	0.46%	0.11%	1.06%	0.46%	0.32%	0.26%	0.43%	0.41%	0.39%	0.38%	0.32%	0.39%	0.35%	
Administration Expenditures	0.17%	0.37%	0.12%	0.29%	0.12%	1.24%	0.38%	0.29%	0.20%	0.48%	0.45%	0.38%	0.35%	0.27%	0.24%	0.23%	
Total Advancement Expenditures	1.90%	1.87%	2.44%	2.33%	0.59%	3.41%	1.86%	1.81%	1.35%	2.18%	1.89%	1.38%	1.68%	1.66%	2.14%	2.12%	4.02%
Total Fundraising Expenditures Compared to SCF	2.80%	2.00%	6.25%	3.00%	0.52%	6.22%	2.07%	1.88%	1.52%	2.15%	1.61%	1.50%	1.84%	1.85%	3.57%	2.96%	
Total Advancement Expenditures Compared to SCF	4.86%	4.90%	8.32%	6.49%	1.32%	8.22%	4.51%	4.08%	3.71%	5.40%	3.92%	3.73%	4.51%	4.00%	6.14%	6.69%	

**Table 6: State Amount Spent on Fundraising, Alumni Relations, Other Constituent Relations, Administration and Total Advancement as a Percentage of State General Fund Budget (CSU Comparison Number)**

Fundraising Expenditures	1.54%	1.47%	3.26%	2.44%	0.59%	3.26%	1.51%	1.47%	1.16%	1.73%	1.21%	1.24%	1.60%	1.57%	2.18%	1.99%	
Alumni Relations Expenditures	0.65%	0.38%	0.44%	1.00%	0.17%	1.00%	0.49%	0.44%	0.32%	0.58%	0.44%	0.41%	0.48%	0.43%	0.69%	0.60%	
Other Constituent Relations Expenditures	0.66%	1.04%	1.06%	0.71%	0.18%	2.28%	0.88%	0.80%	0.64%	1.01%	0.79%	0.71%	1.00%	0.89%	0.87%	0.88%	
Administration Expenditures	0.37%	0.97%	0.39%	0.74%	0.32%	1.57%	0.74%	0.73%	0.45%	0.89%	0.72%	0.61%	0.83%	0.78%	0.63%	0.59%	
Total Advancement Expenditures	3.12%	3.86%	4.80%	5.29%	1.88%	5.72%	3.61%	3.54%	3.07%	4.03%	3.16%	3.20%	3.91%	3.60%	4.27%	4.33%	4.02%

**Table 7: Total Amount Spent on Fundraising per Student FTE and Alumni of Record**

per student	\$183	\$112	\$358	\$179	\$36	\$376	\$145	\$112	\$97	\$165	\$146	\$111	\$110	\$106	\$208	\$181	\$258
per alumnum of record	\$20	\$14	\$48	\$23	\$6	\$193	\$34	\$18	\$13	\$27	\$52	\$21	\$14	\$14	\$26	\$22	\$35

**Table 8: Total Amount Spent on Alumni Relations per Student FTE and Alumnum of Record**

per student	\$49	\$43	\$48	\$81	\$16	\$139	\$44	\$59	\$28	\$51	\$47	\$36	\$34	\$33	\$55	\$48	\$103
per alumnum of record	\$5	\$5	\$6	\$11	\$3	\$48	\$9	\$6	\$4	\$8	\$14	\$9	\$4	\$4	\$7	\$6	\$13

**Table 9: Total Amount Spent on Other Constituent Relations per Student FTE and Alumnum of Record**

per student	\$48	\$56	\$44	\$76	\$17	\$211	\$68	\$48	\$43	\$69	\$79	\$45	\$58	\$49	\$56	\$52	\$111
per alumnum of record	\$5	\$7	\$6	\$10	\$3	\$165	\$21	\$7	\$5	\$14	\$36	\$13	\$7	\$7	\$6	\$6	\$18

**Table 10: Amount Spent on Total Advancement per Student Enrolled and per Alumnum of Record**

per student	\$307	\$262	\$475	\$383	\$136	\$1,038	\$326	\$262	\$218	\$358	\$365	\$229	\$258	\$245	\$357	\$345	\$473
per alumnum of record	\$33	\$32	\$63	\$63	\$20	\$509	\$84	\$37	\$29	\$56	\$136	\$54	\$32	\$32	\$45	\$42	\$66

**Table 11: Average Gift per Fundraising Professional FTE**

Gift Commitments	\$1,167,353	\$1,720,669	\$1,972,904	\$1,252,472	\$646,387	\$1,720,685	\$991,124	\$903,234	\$723,267	\$1,159,391	\$977,196	\$938,484	\$791,674	\$747,004	\$1,428,354	\$1,412,688
Charitable Gift Receipts (VSE)	\$1,460,697	\$766,319	\$1,414,474	\$1,196,315	\$450,714	\$1,813,555	\$988,309	\$905,169	\$922,683	\$1,041,319	\$907,853	\$908,039	\$701,084	\$674,869	\$1,208,011	\$1,304,694

**Table 12: Total Expenses of Fundraising, Alumni Relations, Other Constituent Relations and Administration as a Percentage of Total Advancement Expenses**

Fundraising Expenditures	59.64%	42.64%	75.61%	46.66%	25.62%	75.61%	44.68%	43.66%	39.62%	47.81%	41.43%	42.85%	43.44%	42.84%	56.09%	53.10%
Alumni Relations Expenditures	15.81%	16.22%	10.09%	21.15%	4.30%	30.91%	14.70%	13.38%	10.03%	17.97%	15.13%	13.36%	13.54%	12.92%	15.81%	16.01%
Other Constituent Relations Expenditures	15.99%	21.24%	9.30%	19.76%	6.24%	40.58%	20.82%	20.27%	15.55%	25.65%	21.24%	20.27%	22.41%	21.31%	16.47%	17.88%
Administration Expenditures	9.06%	19.90%	5.11%	12.43%	5.11%	36.29%	19.81%	18.18%	12.16%	25.88%	22.20%	22.61%	20.60%	17.16%	11.63%	10.75%

**Table 13: Endowment**

As a Percent of State General Fund	94.50%	23.65%	65.86%	133.08%	12.55%	133.08%	35.64%	27.29%	18.67%	40.43%	19.87%	19.76%	35.51%	37.50%	79.27%	80.18%
Dollars Per Student	\$5,973	\$1,266	\$3,758	\$7,849	\$683	\$7,849	\$2,343	\$1,992	\$1,239	\$2,513	\$1,665	\$1,051	\$2,089	\$1,996	\$4,711	\$4,866

**Expenditure Type: State**

Fundraising Expenditures	\$1,815,294	\$2,279,812	\$6,408,885	\$2,694,699	\$170,492	\$6,408,885	\$1,508,658	\$1,004,378	\$736,131	\$2,157,197	\$689,869	\$701,067	\$1,864,565	\$1,944,187	\$3,049,665	\$2,487,241
Alumni Relations Expenditures	\$648,783	\$591,451	\$734,013	\$1,033,097	\$34,268	\$1,103,597	\$445,010	\$339,683	\$177,677	\$642,046	\$245,934	\$250,309	\$556,513	\$594,068	\$769,461	\$691,296
Other Constituent Relations Expenditures	\$783,909	\$1,606,509	\$1,183,092	\$1,172,918	\$93,755	\$3,113,099	\$827,036	\$783,909	\$387,634	\$1,116,198	\$425,292	\$436,014	\$1,199,649	\$1,055,069	\$1,186,607	\$1,178,005
Administration Expenditures	\$439,062	\$1,481,880	\$644,753	\$864,654	\$198,378	\$1,966,095	\$846,030	\$467,477	\$80,665	\$771,438	\$363,256	\$350,272	\$927,815	\$817,554	\$860,900	\$754,704
Total Advancement	\$3,687,048	\$5,969,661	\$9,970,743	\$5,635,839	\$668,905	\$12,531,743	\$3,226,934	\$2,673,196	\$1,733,478	\$4,962,267	\$1,724,350	\$1,843,472	\$4,548,542	\$4,503,060	\$6,866,823	\$5,902,750

**Expenditure Type: Other**

Fundraising Expenditures	\$1,602,818	\$949,802	\$5,025,591	\$643,738	\$0	\$5,025,591	\$862,246	\$273,956	\$65,028	\$624,320	\$180,854	\$130,572	\$397,540	\$442,426	\$2,055,487	\$1,276,310
Alumni Relations Expenditures	\$268,707	\$638,832	\$659,076	\$406,388	\$0	\$659,076	\$169,612	\$124,686	\$36,458	\$263,617	\$118,889	\$39,796	\$143,891	\$141,353	\$490,998	\$490,998
Other Constituent Relations Expenditures	\$111,158	\$2,505	\$101,769	\$241,163	\$0	\$241,163	\$47,961	\$18,610	\$314	\$80,770	\$29,028	\$2,700	\$40,900	\$12,760	\$114,149	\$106,464
Administration Expenditures	\$81,251	\$15,353	\$60,798	\$24,786	\$0	\$552,915	\$34,632	\$36,337	\$8,141	\$100,488	\$77,691	\$64,879	\$113,719	\$23,485	\$45,547	\$42,792
Total Advancement	\$2,665,933	\$1,604,492	\$5,847,226	\$1,316,054	\$0	\$6,441,236	\$984,562	\$426,564	\$230,070	\$1,200,547	\$359,161	\$252,245	\$666,150	\$679,291	\$2,706,179	\$1,929,213

**Grand Total: Fundraising** \$3,418,112 \$3,229,613 \$10,434,476 \$3,338,407 \$339,432 \$10,434,476 \$2,091,104 \$1,432,817 \$839,705 \$2,933,141 \$870,723 \$845,856 \$2,262,104 \$2,156,340 \$5,105,152 \$3,378,260

**Grand Total: Alumni Relations** \$907,489 \$1,228,284 \$1,393,091 \$1,812,865 \$101,133 \$1,812,865 \$614,722 \$538,453 \$232,464 \$870,116 \$317,622 \$250,334 \$700,505 \$758,377 \$1,260,457 \$1,310,687

**Grand Total: Other Constituent Relations** \$895,067 \$1,609,014 \$1,284,861 \$1,414,081 \$125,876 \$3,136,750 \$874,997 \$842,791 \$387,634 \$1,129,390 \$454,319 \$436,014 \$1,240,549 \$1,088,260 \$1,300,756 \$1,349,471

**Grand Total: Administration** \$520,313 \$1,507,242 \$705,552 \$869,440 \$198,378 \$2,519,010 \$730,662 \$555,271 \$434,126 \$797,496 \$440,947 \$416,948 \$1,041,534 \$840,180 \$905,637 \$797,496

**Grand Total: Advancement** \$5,740,981 \$7,574,153 \$13,817,980 \$7,154,993 \$935,787 \$13,817,980 \$4,511,485 \$3,388,065 \$2,102,453 \$5,790,204 \$2,983,511 \$2,186,837 \$5,244,692 \$4,810,842 \$6,572,002 \$7,564,523

**Total Professional Fundraising Staff (FTE)**

13.15	16.82	38.70	15.27	0.95	38.70	10.88	10.25	4.74	14.67	4.80	4.70	14.19	13.63	20.98	16.04
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**Annual Campus Data**

Total Gift Commitments	\$15,350,698	\$28,945,371	\$60,871,388	\$19,120,243	\$1,093,858	\$60,871,388	\$11,444,951	\$7,245,821	\$3,539,664	\$14,367,822	\$4,425,534	\$3,565,397	\$11,283,163	\$10,249,592	\$31,071,925	\$24,032,807
Total Charitable Gift Receipts (VSE Face Value)	\$19,211,324	\$12,674,199	\$54,740,126	\$18,247,682	\$1,645,105	\$54,740,126	\$9,810,861	\$5,909,203	\$3,742,678	\$12,701,882	\$3,612,983	\$3,792,620	\$10,104,206	\$11,140,486	\$26,268,333	\$18,729,503
Total Educational and General Expenditures	\$301,464,189	\$404,516,683	\$566,451,734	\$306,504,019	\$37,872,178	\$566,451,734	\$404,516,683	\$301,464,189	\$404,516,683	\$566,451,734	\$306,504,019	\$120,572,041	\$310,821,189	\$364,306,797	\$394,734,156	\$355,510,351
Total State General Fund	\$118,055,402	\$154,573,278	\$166,107,116	\$110,289,288	\$126,676,149	\$154,573,278	\$118,055,402	\$118,055,402	\$154,573,278	\$166,107,116	\$110,289,288	\$53,8				