

**California State University, Fresno
Comprehensive Campaign Progress Report
July 1, 2005 to June 30, 2011**



THE *Campaign* FOR
FRESNO STATE
POWERING THE NEW CALIFORNIA

California State University, Fresno

Comprehensive Campaign Progress Report
Executive Summary
7/1/05 to 6/30/11

The Campaign Progress Report is designed to show all philanthropic private support for Fresno State programs. With the umbrella theme of Powering the New California, this campaign is the largest fundraising effort in the university's 100-year history. It has already begun to transform the university. Campaign Focus Areas are:

- Engaging the Region
- Student Support
- Advancing Learning
- Facility Upgrades

Official campaign counting began July 1, 2005 after a period of significant planning and preparation. Campaign progress is reported on an inception-to-date basis. The campaign ended the quiet phase on 12/31/08, having exceeded the nucleus fund goal of \$100 million. The campaign is now entering the final year in the public phase with a goal of \$200 million. The anticipated completion date is June 30, 2012. Gifts from all sources for the first six years (7/1/05 to 6/30/11) totaled \$167,980,065, including gifts to the Fresno State Foundation, the Bulldog Foundation, Athletics and other campus entities.

Notably, the Campaign has generated 1,423 new scholarships; in fact, the first students who received scholarships from campaign funds have now graduated. We have received a total of 109,564 gifts to the campaign from 22,695 different donors. Planned giving, important for the University's future philanthropic support, represents approximately one-third of the campaign total, and since the campaign began, the Heritage Society has doubled in membership.

Using approved counting standards, gifts by type were:

Amount	Source	Comments
\$128,555,104	Cash Received	Cash
\$5,435,494	Gifts-In-Kind	Non-cash gifts other than real property
\$10,683,911	Philanthropic Grants via ORSP	Grants from philanthropic organizations administered by the Office of Research & Sponsored Programs
\$9,735,271	Pledges & Irrevocable Deferred Gifts	Donor pledge commitments not to exceed 5 years & irrevocable deferred gifts recorded at face value
\$13,570,285	Bequests & Revocable Deferred Gifts	Bequest expectancies revealed by the donor & revocable deferred gifts recorded at face value. Donors must attain age 65 or older during the campaign period to be included.
\$167,980,065	Total¹	

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Campaign reporting follows the campaign counting guidelines approved by the university.

Significant gifts received during the campaign include:

<u>Amount</u>	<u>College/School</u>	<u>Comments</u>
\$3,266,300	Arts & Humanities	Bequests & revocable gifts
\$500,000	Arts & Humanities	Arena Theatre renovation
\$1,043,362	Arts & Humanities	Brown Liberal Arts endowed scholarship
\$1,000,000	Arts & Humanities	Center for Creativity & the Arts
\$900,000	Arts & Humanities	Persian Studies
\$1,500,000	Craig School of Business	Gazarian Real Estate Center
\$597,300	Craig School of Business	The Coleman Foundation
\$9,300,380	Health & Human Services	Philanthropic Grants via ORSP
\$1,100,000	Health & Human Services	Cook bequest
\$775,397	Health & Human Services	CVHPI endowment
\$1,000,000	Jordan CAST	Anonymous Gift
803,552	Jordan CAST	Bequests & revocable gifts
\$2,000,000	Jordan CAST	Gibson Estate
\$1,595,585	Jordan CAST	Harvey Endowed Scholarship
\$1,500,000	Jordan CAST	Student Fellows on the Farm
\$1,000,000	Jordan CAST	Bronco Wine Chairs (2)
\$29,515,978	Jordan CAST	Jordan Estate
\$901,590	Kremen SOEHD	Dandoy Estate
\$1,377,500	Kremen SOEHD	Teacher Recruitment
\$10,000,000	Lyles College of Engineering	Lyles pledge & payments
\$2,000,000	Lyles College of Engineering	Husband-Boeing Honors endowed scholarship
\$10,000,000	Madden Library	Table Mountain capital and scholarships
\$500,000	Madden Library	L Peters Ellipse Gallery
\$6,337,600	Student Affairs	H & A Beck Endowed Scholarship
\$500,000	Student Affairs	Radin Foundation-PHS Scholarships
\$1,000,000	Other Academics	Osher Endowment
\$2,549,750	Other Academics	Smittcamp Honors Program
\$3,500,000	Other Academics	Richter Center for Civic Engagement
\$830,000	Intercollegiate Athletics	Indoor track (gift in kind)
\$1,026,000	Intercollegiate Athletics	Chukchansi-Athletics Fund for Excellence

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\$1,008,000	Intercollegiate Athletics	Tachi Palace-Athletics Fund for Excellence
\$1,000,000	Intercollegiate Athletics	Anonymous
\$2,100,000	Intercollegiate Athletics	Sports Medicine Center

The information presented below ensures compliance with Fresno State's guidelines on campaign counting.

1. The following gifts and grants have been received from Indian tribes:
 - \$10,082,401 designated for the Library construction, scholarships and other uses
 - \$ 2,095,700 designated for Athletics
2. The following table is a breakdown of gifts by entity:

<u>\$ Amount</u>	<u>Percent</u>	<u>Entity</u>
\$1,335,145	.8	Agricultural Foundation
\$31,234,771	18.6	Ag One Foundation
\$547,238	.3	Alumni Association
\$1,991,808	1.2	Association (Save Mart Center)
\$26,432,256	15.7	Bulldog Foundation*
\$102,732,356	61.2	Fresno State Foundation
\$2,346,501	1.4	University
\$1,054,619	.6	Athletic Corporation
\$305,371	.2	Maddy Institute
\$167,980,065	100.0%	Total

*The Bulldog Foundation annual fund drive is the primary source of scholarships for student athletes.

Respectfully submitted,

Randy Larson
Campaign Treasurer

California State University, Fresno

Notes:

¹The reconciliation of gifts from the university's fiscal-year-to-date gift reports to the Comprehensive Campaign progress report is as follows:

Amount	Description
\$148,490,593	University Annual Gift Reports-ITD
(\$4,808,628)	Campaign pledge write-offs
(\$5,013,031)	Adjustments
(\$199,334)	LCOE matching gift cap (Fdn GAC)
\$269,860	BDF accrual 6/30/11
\$1,981,175	Save Mart Center cash gifts
\$3,005,234	Cash payments from 6/30/05 pledges
\$10,683,911	Philanthropic grants via ORSP
\$13,570,285	Bequests & revocable deferred gifts
\$167,980,065	Campaign Progress Report-ITD

Because there are different standards of reporting for the university and the Comprehensive Campaign, it is both necessary and appropriate to reconcile the differences. Because the campaign progress report includes all campus entities and because there are differences between CASE (Council for Advancement and Support of Education) and FASB (Financial Accounting Standards Board) standards, there will also be differences when compared to the Fresno State Foundation's financial statements. The Lyles cash match pledge balance of \$4,496,477 was reclassified from Pledges & Irrevocable Deferred gifts to Bequests & Revocable Deferred gifts during the period ending 6/30/10. This reclassification was a significant portion of the adjustments shown above.

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Comprehensive Campaign Progress
Inception to Date
From July 1, 2005
to June 30, 2011



Campus Unit	Unit Totals Inception to Date 7/1/05 to 6/30/10	Cash Received	Gifts in Kind Received	Philanthropic Grants via ORSP	Outstanding Pledges & Irrevocable Deferred Gifts	Bequests & Revocable Deferred Gifts	Unit Totals Inception to Date 7/1/05 to 6/30/11
Arts & Humanities	\$ 9,094,364	\$ 7,445,800	\$ 704,504	\$ 4,700	\$ 560,554	\$ 2,625,000	\$ 11,340,558
Craig School of Business	\$ 5,335,223	\$ 5,543,901	\$ 28	\$ 331,795	\$ 710,775	\$ 5,000	\$ 6,591,499
Health & Human Services	\$ 11,957,279	\$ 3,824,461	\$ 19,938	\$ 9,300,380	\$ 86,250	\$ 80,000	\$ 13,311,029
Jordan College of Agricultural Sciences & Technology	\$ 40,760,098	\$ 39,518,377	\$ 1,456,165	\$ -	\$ 1,693,969	\$ 1,020,000	\$ 43,688,511
Kremen School of Education	\$ 4,085,296	\$ 5,167,702	\$ 16,068	\$ 164,775	\$ 73,628	\$ 50,000	\$ 5,472,173
Lyles College of Engineering	\$ 15,404,700	\$ 7,041,088	\$ 748,553	\$ -	\$ 3,057,634	\$ 4,484,280	\$ 15,331,555
Madden Library	\$ 12,791,036	\$ 12,062,728	\$ 652,107	\$ -	\$ 19,736	\$ 400,000	\$ 13,134,571
Science & Math	\$ 1,330,493	\$ 905,389	\$ 449,756	\$ 30,000	\$ 51,985	\$ 60,000	\$ 1,497,130
Social Sciences	\$ 1,086,203	\$ 475,556	\$ 4,950	\$ 9,529	\$ 50,260	\$ 700,000	\$ 1,240,295
Student Affairs	\$ 10,543,940	\$ 9,334,061	\$ 35,355	\$ 484,732	\$ 465,105	\$ 900,000	\$ 11,219,253
Other Academics	\$ 8,584,943	\$ 4,880,797	\$ 127,273	\$ 358,000	\$ 1,889,109	\$ 3,046,005	\$ 10,301,184
Intercollegiate Athletics	\$ 27,963,364	\$ 30,374,069	\$ 1,220,797	\$ -	\$ 1,076,266	\$ 200,000	\$ 32,871,132
Save Mart Center	\$ 1,868,886	\$ 1,981,175	\$ -	\$ -	\$ -	\$ -	\$ 1,981,175
Totals	\$ 150,805,825	\$ 128,555,104	\$ 5,435,494	\$ 10,683,911	\$ 9,735,271	\$ 13,570,285	\$ 167,980,065
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Comprehensive Campaign Progress
Inception to Date
From July 1, 2005
to June 30, 2011



Footnotes:

- ¹ The campaign inception to date total at the end of the prior fiscal year. Campaign counting began on 7/1/05.
- ² Cash received equals cash gifts, plus cash payments applied to pledges booked from 7/1/05 to the current period plus cash payments applied to 6/30/05 outstanding pledges.
- ³ Gifts in kind include non-cash gifts other than securities or real property.
- ⁴ Philanthropic grants via ORSP include grants from philanthropic organizations administered by the Office of Research & Sponsored Programs.
- ⁵ Outstanding pledges and irrevocable gifts include donor pledge commitments not to exceed 5 years & irrevocable gifts recorded at face value. The outstanding pledges have been reduced by any pledge payments which are included in the cash received column. As pledges are fulfilled, the amounts will transfer from this column to the cash received column. This column has been reduced by campaign pledges written off during the campaign.
- ⁶ Bequests & revocable deferred gifts include bequest expectancies revealed by the donor & revocable deferred gifts recorded at face value. Donors must attain age 65 or older during the campaign period to be included. Estimates are conservative. As bequests and revocable deferred gifts are fulfilled, the amounts will transfer from this column to the cash received column.
- ⁷ Unit totals are inception to date from the beginning of the campaign (7/1/05) to the current reporting period. This includes the cash, gifts in kind, philanthropic grants via ORSP, outstanding pledges & irrevocable deferred gifts and bequests & revocable deferred gifts columns.

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Comprehensive Campaign Progress

Quarterly Change

From April 1, 2011

to June 30, 2011



Campus Unit	Cash Received	Gifts in Kind Received	Philanthropic Grants via ORSP	Outstanding Pledges & Irrevocable Deferred Gifts	Bequests & Revocable Deferred Gifts	Unit Totals Quarter to Date 4/1/11 to 6/30/11
Arts & Humanities	\$ 357,916	\$ -	\$ -	\$ (68,205)	\$ -	\$ 289,711
Craig School of Business	\$ 101,708	\$ -	\$ -	\$ (2,052)	\$ -	\$ 99,656
Health & Human Services	\$ 25,211	\$ 3,248	\$ 185,000	\$ (7,875)	\$ -	\$ 205,584
Jordan College of Agricultural Sciences & Technology	\$ 134,079	\$ 18,300	\$ -	\$ 9,818	\$ -	\$ 162,197
Kremen School of Education	\$ 434,051	\$ -	\$ -	\$ (603)	\$ -	\$ 433,448
Lyles College of Engineering	\$ 427,980	\$ 75	\$ -	\$ (487,100)	\$ (17,980)	\$ (77,025)
Madden Library	\$ 63,383	\$ 46,523	\$ -	\$ 710	\$ -	\$ 110,616
Science & Math	\$ 31,995	\$ -	\$ -	\$ 695	\$ -	\$ 32,690
Social Sciences	\$ 30,052	\$ -	\$ -	\$ 21,050	\$ -	\$ 51,102
Student Affairs	\$ 91,935	\$ -	\$ -	\$ (18,876)	\$ -	\$ 73,059
Other Academics	\$ 161,401	\$ 6,690	\$ -	\$ 670,283	\$ (100,000)	\$ 738,374
Intercollegiate Athletics	\$ 2,213,397	\$ -	\$ -	\$ 116,776	\$ 135,000	\$ 2,465,173
Save Mart Center	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Totals	\$ 4,073,108	\$ 74,836	\$ 185,000	\$ 234,621	\$ 17,020	\$ 4,584,585

Comprehensive Campaign Progress Charts

