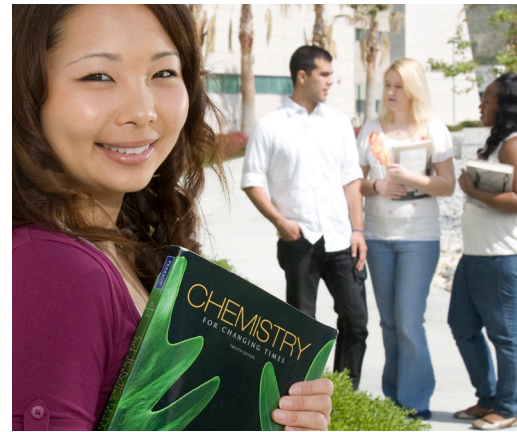
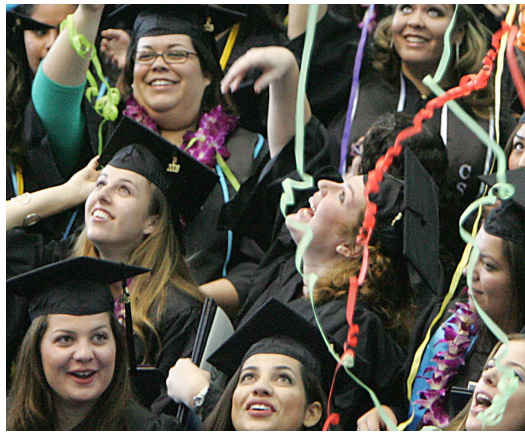


2010/2011  
**PHILANTHROPIC**  
ANNUAL REPORT



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# A MESSAGE FROM THE CHANCELLOR

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The California State University was founded on a mission to provide California's students access to a high-quality education. Our predecessors understood that an educated population would make California one of the most successful economies in the world.

Now, 50 years later, the CSU is a national leader in providing affordable, accessible and high-quality education to hundreds of thousands of students. The CSU graduates 95,000 students into the workforce each year and has 2.6 million alumni providing leadership to every major industry in the state and the nation. Our achievements over the past half century have been remarkable.

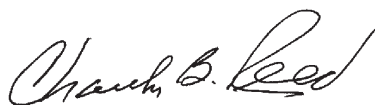
Much of our success is grounded in our partnerships. We have formed alliances with the major industry groups in California. It is imperative for us to work closely with business leaders to understand the demands of the marketplace so that our students graduate prepared for the 21st century workforce.

We have also formed strong collaborations with community groups to increase our outreach to underserved populations. We have comprehensive programs to help African American, Latino, Native American and Asian students prepare for college. Moreover, we have redoubled our efforts to make sure these students—and all students—succeed in their academic careers. We have implemented an "Early Start" program and a "Graduation Initiative," both of which will help students be better prepared to take on the academic rigor of our universities and graduate within four years.

Our greatest partnerships, however, are those we have with our donors. Your strong ties to our 23 campuses have enabled us to have tremendous success in the most challenging of economic times. We have profiled three outstanding contributors to the California State University in the pages that follow as a few examples of the many great donor stories we have to tell. Their commitment exemplifies the belief and the potential in the California State University's greatest asset—its students.

Your continued support will help students open doors in ways they never thought possible. It is an investment that will pay dividends well into the future because you are helping to develop the future engineers, artists, nurses and scientists who will lead California.

The support of our donors is crucial to our success. My deep appreciation goes to all of those who took the time and made the commitment to help us fulfill our critical mission of educating California's students.



Charles B. Reed  
Chancellor  
California State University



# 2011/12 William R. Hearst/ CSU Trustees' Award for Outstanding Achievement Honorees

The William Randolph Hearst/CSU Trustees' Award for Outstanding Achievement is a systemwide honor given to students who have demonstrated superior academic performance, exemplary community service, and significant personal achievements.



Attending the awards ceremony at the September 2011 CSU Board of Trustees meeting:

FRONT ROW: Martin Ocampo, Cal Poly San Luis Obispo; Lauren Holland, CSU San Marcos; Jennifer Elias, San José State University; Julie L. Debbs, CSU Sacramento; Andre Yang, CSU Fresno; Carli Lovell, CSU Channel Islands; Frankie Foster, CSU East Bay; Eliza Manuela Ramirez, CSU Fullerton; LaTangia Oliver, CSU Dominguez Hills; Tina L. O'Brien, CSU San Bernardino; and Natalie Hambalek, Sonoma State University

BACK ROW: Joshua Travis Morse, San Diego State University; Stephen Lang, California Maritime Academy; Ryan Grady, CSU Northridge; Betty Abraham, San Francisco State University; Mario Giron-Abrego, CSU Los Angeles; Arienne Arreola, CSU Monterey Bay; Mayra Mendoza, Cal Poly Pomona; Grace Kim, CSU Long Beach; Ashley Marie Cosgrove, CSU Chico; Chryste Lunye Johnson, Humboldt State University; and Linda Fegan, CSU Stanislaus

NOT PICTURED:  
Gabriel Garcia, CSU Bakersfield

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# OVERVIEW OF PHILANTHROPIC SUPPORT

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In 2010-11, the California State University focused on solving problems and building opportunity for the future. This optimism inspired donors to commit well over \$344 million—an increase of more than \$79 million, or 30 percent, from 2009-2010. The results included improved pathways to degrees, enhanced learning experiences, and more graduates prepared for careers in high demand fields.

The gift commitments were comprised of new gifts, pledges and testamentary provisions recorded during the period. This pipeline of support reflects a positive outlook for initiatives underway and confidence in the potential of new generations of students.

Charitable gift receipts, a combination of new gifts and pledge payments, totaled over \$240 million—a 6 percent increase from the prior year. This calculation represents resources that have been received and currently invested in the CSU's students, faculty and programs.

Within these gift receipts, the CSU received over \$145 million to encourage student achievement and promote innovation:

- \$17.2 million for student scholarships
- \$43.3 million for academic enrichment
- \$13.7 million for applied research
- \$1.5 million for faculty support
- \$2.0 million for library resources
- \$15.4 million for athletics
- \$27.6 million for public service programs
- \$1.8 million for facility improvements
- \$23.1 million for additional university priorities

Additionally, donors contributed \$21.5 million to build state-of-the-art libraries, technologically advanced laboratories, contemporary performing arts centers, and expanded athletic facilities. Capital support also included \$54.5 million in endowments and 39 irrevocable deferred gifts valued at \$12.9 million.

Of all charitable gifts received, 97 percent were designated to specific interests identified by the donor. Only \$5.9 million received was unrestricted and available to be directed to the university's most pressing needs.

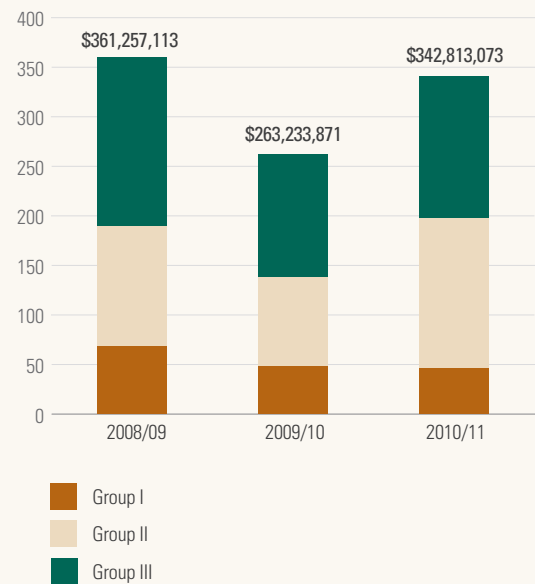




# BENCHMARKING PERFORMANCE

The factors for determining peer groups include the number of full-time professional fundraisers, the number of individual donors, and the endowment market value. These factors have been determined as the leading indicators for fundraising success.

## Three-Year History of Charitable Gift Commitments by Peer Group\*



\*Does not include the Chancellor's Office

## Charitable Gift Commitments as a Percentage of the State General Fund Allocation

	2008/2009	2009/2010	2010/2011
Gift Commitments*	\$363,926,355	\$265,200,484	\$344,667,504
State General Fund	\$2,795,240,005	\$2,166,062,017	\$2,433,901,014
Total Gift Commitments as a Percentage of State General Fund Allocation	13%	12%	14%
Group I Average	9%	8%	7%
Group II Average	10%	10%	15%
Group III Average	23%	23%	23%

\*Includes gift commitments to Chancellor's Office

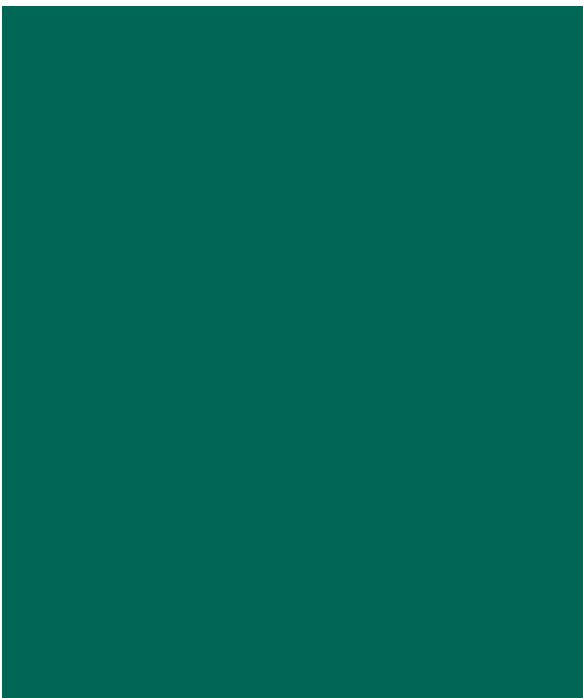


# Sonoma State University's Green Music Center Receives \$12 Million Gift from Philanthropists Joan and Sanford I. Weill

Philanthropists Joan and Sanford I. Weill's recent \$12 million gift is enabling Sonoma State University to complete the spectacular Green Music Center's concert hall and adjoining lawn and commons—and is the largest cash gift in the university's history. The Joan and Sanford I. Weill Hall opens for the 2012-2013 performance season with a grand opening celebration next fall. The gift includes a \$4 million one-to-one challenge grant to encourage broad community support and will complete the outdoor performance areas.

"We were impressed by what the university and the community have been able to accomplish through tenacity and determination, and we are honored to join Donald and Maureen Green and the many other generous contributors who have stepped forward to help make this dream a reality," said the Weills. "There is no question that it has been a labor of love. We are passionate about education, music and the arts, and we are firm believers that they can help bridge cultural divides that exist throughout the world."

For many years, Joan and Sanford Weill have been committed to education, health care, the arts and other social causes not only through their philanthropy but through their volunteer leadership. They are recipients of the 2009 Carnegie Medal of Philanthropy Award in recognition of their philanthropic efforts.



# ENDOWMENT

Endowment market value surpassed \$1 billion this year, up from \$846 million in 2009-2010.

In 2010-2011, donors contributed \$54.5 million in new gifts toward endowments, an increase of 10 percent from the prior year. Over a three-year period, \$143 million in new endowment gifts has been added to endowments throughout the CSU. Collectively, CSU institutions distributed nearly \$32 million from endowment in support of student scholarships, faculty research and academic programs.

Endowment investments gained an average 20.38 percent in 2010-2011, recovering much of the losses incurred from 2007-2009. Peer group and systemwide investment returns are presented as dollar-weighted averages.

## Endowment Investment Performance

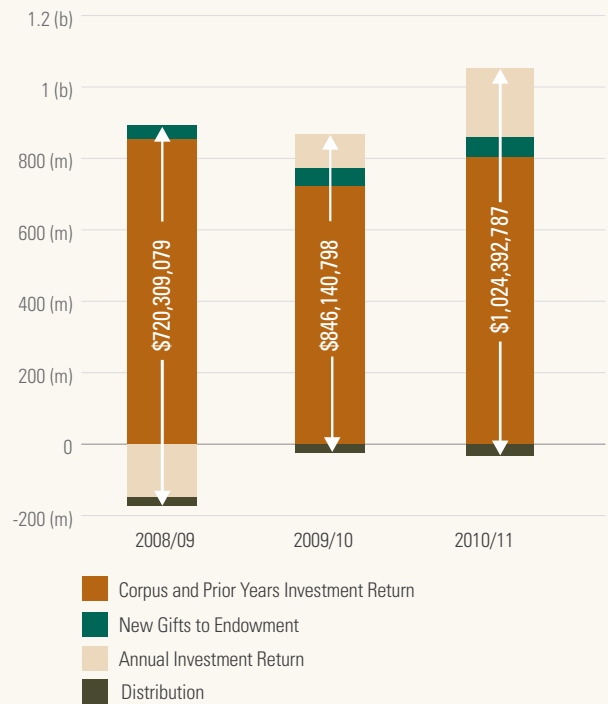
Investment Pool Asset Range	# CSU	CSU Average Investment Return
>\$100 M to ≤\$500 M	3	16.02%
>\$50 M to ≤\$100 M	2	20.73%
>\$25 M to ≤\$50 M	7	20.45%
≤\$25 M	12	19.38%

2010/2011 CSU Median = 20.73%

2010/2011 Industry Benchmark: Russell 3000 65% and Barclay's Aggregate Bond Index 35% = 22.81%

2010/2011 NACUBO-Commonfund Endowment Survey Average = 19.08%

## Endowment Market Value



# \$5 Million Gift Establishes the Dilena Takeyama Center for the Study of Japan and Japanese Culture at San Francisco State University



San Francisco State University received the second-largest private individual gift in its history, a \$5 million gift from alumna and Professor Emerita of Management Kay Takeyama Dilena, Ph.D, that will establish the Dilena Takeyama Center for the Study of Japan and Japanese Culture. The Center will give a new prominence to the study of Japan at San Francisco State and enhance cultural understanding between the United States and Japan. The gift will support a rotating chair for a scholar of Japanese culture, a coordinator for the program, visiting Japanese scholars and student exchange programs. "I was born and raised in Tokyo during the war and then I came to this country," said Dr. Dilena, who lives in San Francisco. "I got my education here, and I feel like I owe both countries. I have always worked toward promotion of better U.S.-Japanese relations, and I want to help future scholars in any way I can." With this gift, Dr. Dilena honors the memories of her brother, Yasuo Takeyama, a Hiroshima survivor, and her husband, James G. Dilena, a Pearl Harbor survivor. Dr. Dilena earned a bachelor's degree in accounting in 1970 and an MBA in 1973 from San Francisco State. She taught courses in business management, organizational behavior and international business at San Francisco State beginning in 1973 until she was appointed professor emerita in 1988.

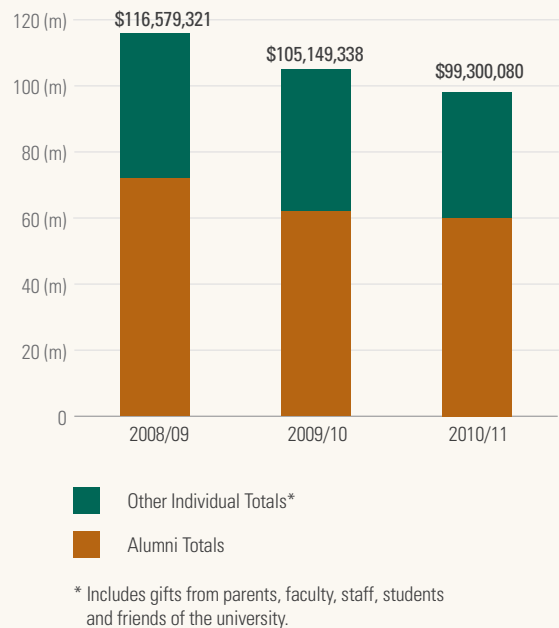
# INDIVIDUALS

Gifts from individuals include giving from alumni, parents, faculty, staff, students and friends of the university. In 2010-2011, gift receipts from individuals decreased \$5.8 million, or 6 percent, to \$99 million. Eleven percent of all gifts from individuals was attributed to six gifts of more than \$1 million at three campuses (Fullerton, Long Beach, and San Diego).

The number of donors is a key indicator of success in attracting philanthropic support to the university. Despite the decrease in individual giving dollars received, the number of individuals giving to the CSU has steadily increased over the years, with 222,459 individual donors this year, 220,830 in 2009-2010 and 218,612 in 2008-2009.

In 2010-2011, alumni donors made up 32 percent of individual donors and contributed \$39 million, or 39 percent of giving from individuals. Alumni additionally supported the university with \$1.6 million in membership dues.

## Individual Giving







## Up to the Challenge: \$42 Million Kellogg Gift Propels Comprehensive Campaign

California State Polytechnic University, Pomona was founded on a legacy of giving, with its namesake founder being the driving force. In the 1920s, breakfast cereal pioneer W.K. Kellogg established his winter residence and ranch in what is now the northern edge of the campus. In 1949, two years before Kellogg's death, the foundation that bears his name deeded the land to California's state college system, reflecting his long-held belief that "education offers the greatest opportunity for really improving one generation over another." Sterling K. Speirn, the foundation's president and CEO, says Kellogg was a strong believer in higher education. "His vision of 'investing in people' has translated into the foundation's fundamental belief that access to a high-quality education is vital to enhancing the lives of vulnerable youth." In July 2010, the W.K. Kellogg Foundation announced it was awarding \$42 million to Cal Poly Pomona, instantly more than doubling the university's endowment and providing new opportunities for historically underrepresented groups. Through the years, the university and its students have benefited from the foundation's generosity, including funds to establish scholarships and build the W.K. Kellogg Arabian Horse Center. The \$42 million grant—a record cash gift to the CSU—comes at a propitious time for the university, coinciding with state budget cuts and Cal Poly Pomona's \$150 million comprehensive fundraising campaign, an unprecedented effort to expand the resources needed to ensure the university's polytechnic mission.



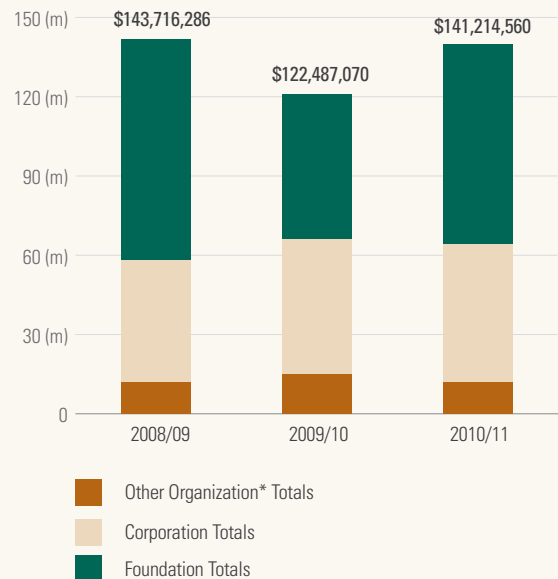
# ORGANIZATIONS

Gifts from organizations include giving from corporations, foundations and other organizations such as the United Way. In 2010-2011, gift receipts from organizations increased almost \$19 million, or 15 percent, to \$141 million.

This year, corporations increased their donations by \$53 million, which included \$5 million in company products. Corporations also support educational priorities by matching contributions from their employees. The CSU received over 3,000 matching gifts to enhance the value of individual contributions by nearly \$1.3 million.

Foundation contributions increased 36 percent to \$76 million from 2009-2010. The aggregate value of foundation gifts equaled almost one-third of all charitable gift receipts in 2010-2011. With 384 contributions, private foundations, including family foundations, contributed \$29.5 million. Twelve gifts of \$1 million or more were received by seven universities, including East Bay, Fresno, Long Beach, Pomona, San Diego, San José and Sonoma.

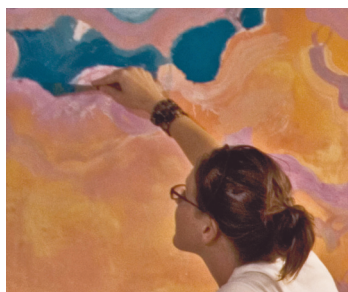
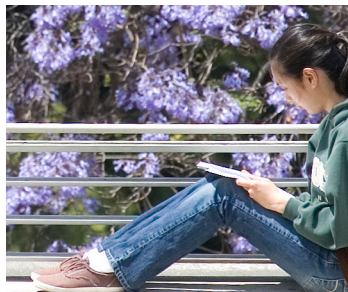
## Organizations Giving



\* Includes gifts from all organizations not defined as a Corporation or Foundation.









# SYSTEM HIGHLIGHTS

- Faculty members from 16 CSU campuses participated in a three-day Google Institute to be introduced to the most current Google applications and educational technologies. As a result of their participation, Google Inc. awarded nine grants to enable CSU faculty to pilot test innovative strategies for advancing engaging technology applications in high school science and mathematics education.
- The S.D. Bechtel, Jr. Foundation awarded over \$1 million in grants to the CSU Chancellor's Office and its campuses. One grant supported the CSU Summit on Transformative Change in the Preparation of Teachers, a landmark event that examined new, clinical designs for teacher preparation based on medical models. Another grant supported clinical reforms, including approaches for better preparing K-8 teachers in science and math and for retaining beginning secondary science and math teachers affected by school district layoffs. Campuses engaged in the second grant were CSU East Bay, CSU Long Beach, CSU Los Angeles and San Francisco State.
- The David and Lucile Packard Foundation awarded over \$1 million to support research in early childhood education that provided dissertation fellowships for CSU doctoral candidates in educational leadership and resulted in *The After-School Program Handbook for School Site Leaders*. Additionally, the Packard-CSU California Teacher Pathway program enables high school graduates from low-income communities to complete a community college degree, a baccalaureate degree and a teaching credential, while working in an after-school program. Participating campuses include CSU Chico, CSU Dominguez Hills, CSU East Bay, CSU Fullerton, CSU Long Beach, CSU Los Angeles, CSU Northridge, CSU San Bernardino, San Diego State, and San Francisco State.

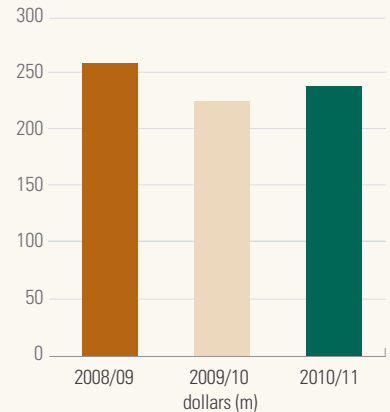
## GIFT COMMITMENTS 2010/11

New Gifts	\$201,085,111
New Pledges	\$83,277,652
Testamentary Commitments	\$59,655,616
Native American and Local Government Contributions	\$649,124
<b>TOTAL</b>	<b>\$344,667,504</b>

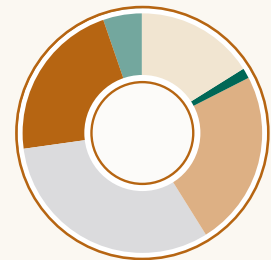
## CHARITABLE GIFT RECEIPTS

New Gifts	\$201,085,111
Pledge Payments	\$39,429,449
<b>2010/11 TOTAL</b>	<b>\$240,514,560</b>

## CHARITABLE GIFTS: A 3-YEAR HISTORY

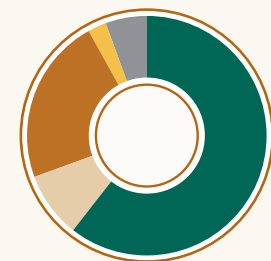


## CHARITABLE GIFTS BY SOURCE OF GIFT



Alumni	16.20%
Parents	1.45%
Other Individuals	23.63%
Foundations	31.61%
Corporations	22.03%
Other Organizations	5.07%

## CHARITABLE GIFTS BY GIFT DISBURSEMENT



Programs	60.57%
Campus Improvements	8.93%
Endowment	22.67%
Unrestricted	2.47%
Other	5.36%

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# BOARD OF TRUSTEES RECOGNITIONS

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The CSU Board of Trustees recognized leadership gifts to the university by naming the following academic programs or facilities in 2010-2011.

- California State University, Channel Islands named The Henry L. "Hank" Lacayo Institute for Workforce and Community Studies. Over half a million dollars have been contributed in recognition of Mr. Lacayo's lifetime of community service and national leadership as a labor advocate. The institute will enhance opportunities for students engaged in entrepreneurial studies and will address the importance of workforce and community.
- Honoring its distinguished alumna, California State University, Los Angeles named the Billie Jean King Sports Complex. Ms. King attended and played tennis at CSULA from 1961 to 1964. Acknowledged as one of the greatest tennis players of all time, Ms. King is also a dedicated champion for social justice and equality. Since 1998, her annual "Billie Jean King and Friends" gala has generated nearly \$2 million to support scholarships for CSULA student athletes.
- The Donald P. Shiley BioScience Center at San Diego State University will serve as a catalyst for life sciences research. Its namesake was an entrepreneurial and innovative engineer who patented four of his creations, including the Bjork-Shiley heart valve, which revolutionized heart surgery in the 1970s. His wife, Darlene V. Shiley, and the Shiley Family Foundation committed \$5 million to develop graduate students capable of doing the type of amazing work achieved by Mr. Shiley.
- Recognizing a \$5 million gift from Alexis and Ron L. Fowler, San Diego State University named the Fowler Athletics Center in their honor. Including this latest challenge gift, the couple's total philanthropic support of SDSU nears \$10 million. This donation demonstrates the Fowlers' commitment to Aztec Athletics' mission of providing a balanced, high quality education for student athletes and pursuing competitive success against major collegiate competition.
- The Joan and Art Barron Veterans Center at San Diego State University marked the first seven-figure gift in the California State University system dedicated to supporting student veterans. Arthur R. Barron ('60, '98) and his wife, Joan, contributed \$1 million to support operating expenses for the Veterans Center in perpetuity. The Barron's initial Troops to College gift inspired others to follow, and \$1.4 million has been raised for various veteran's initiatives.
- The San José State University Valley Foundation School of Nursing was named in gratitude of The Valley Foundation's \$5 million gift commitment and past donations of over \$3.5 million. The gift kicked-off SJSU's first-ever comprehensive campaign. The investment in the school of nursing will allow the school to increase the quality and quantity of well-educated nurses taught by a top-notch faculty in state-of-the-art facilities.
- A \$12 million gift to Sonoma State University named three venues within the Green Music Center: Joan and Sanford I. Weill Hall, Joan and Sanford I. Weill Lawn, and Joan and Sanford I. Weill Commons. The concert hall and surrounding open spaces at the Green Music Center are considered to be the epitome of academic and performing arts excellence not only for the campus but for the surrounding region as well.

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# DATA COLLECTION

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The Annual Report on Philanthropic Support to the California State University includes tables detailing “gift commitments.” Using a reporting convention that is a variation of the accrual system, these tables present what is thought to be the best perspective on the level of current philanthropic productivity. The methodology includes new gifts, new pledges up to five years in duration, and new documented testamentary provisions.

The data presented under “gift receipts” conforms to reporting standards employed by the national Voluntary Support of Education (VSE) Survey conducted by the Council for Aid to Education. This survey is typically completed by over 85 percent of all colleges and universities for comparative purposes. The VSE survey uses a cash-based methodology that includes new gifts and pledge payments (gift receipts), but does not include new pledges or revocable testamentary provisions. This reporting convention is thought to present the best cash flow perspective. The charitable gift source and purpose detail presented in this report utilizes data submitted through the VSE survey.

For the purposes of this report, deferred gifts, pledges and testamentary commitments are recorded at face value. This differs from accounting standards used to produce the annual audited financial statements. In audited financial statements, the gift asset is recorded at the discounted present value. Also based on an accrual method, financial statements record unconditional pledges on the revenue side at the time they are promised, and balance the asset with receivable accounts that are reduced as pledge payments are recorded. Due to the difference in reporting conventions, data presented in this Annual Report on Philanthropic Support will vary from the audited financial statements.





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# DEFINITION OF TERMS

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## Charitable Gift Commitments

The data represents current year performance in developing philanthropic support for the institution. In addition to recognizing new gifts generated to support the institution, this measure acknowledges the important work achieved in securing on going commitments through multi year pledges and support promised through testamentary provisions in wills, trusts, and beneficiary designations. These numbers will not reconcile to the annual audited financial statements that use accounting standards.



## Charitable Gift Receipts

Charitable gift receipts, also known as voluntary support, represents all gift income received in the form of cash, securities, in-kind contributions, irrevocable future commitments, and private charitable grants. For the purposes of this report, gifts are counted at face value. These national gift-reporting standards are defined by the Council for Advancement and Support of Education and the National Association of College and Business Officers. The Council for Aid to Education utilizes these standards in the annual Voluntary Support of Education survey. These numbers will not reconcile to the annual audited financial statements that use accounting standards.

## Endowment Market Value

The endowment market value includes assets held by both the university and its auxiliaries in all of the following categories:

- True endowment: funds provided to the institution, the principal of which is not expendable by the institution under the terms of the agreement that created the fund.
- Term endowment: similar to true endowment except that all or part of the funds may be expended after a stated period or upon the occurrence of a certain event as stated in the terms governing the funds.
- Quasi-endowment: funds functioning as endowment such as surplus funds that have been added to the endowment fund, the principal of which may be spent at the discretion of the governing board.

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## Group I

Universities categorized within Group I generally have less than 5,000 individual donors, less than 10 full-time professional fundraisers, and less than \$25 million in endowment market value. These advancement programs are building infrastructure and are striving toward raising gift commitments that are equivalent to 10 percent of the state general fund allocation.

## Group II

Universities categorized within Group II generally have between 5,000 and 10,000 individual donors, between 10 and 20 full-time professional fundraisers, and between \$25 million and \$50 million in endowment market value. These advancement programs are maturing and are expected to raise gift commitments that are equivalent to 10 percent to 15 percent of the state general fund allocation.

## Group III

Universities categorized within Group III generally have over 10,000 individual donors, over 20 full-time professional fundraisers, and over \$50 million in endowment market value. These more mature advancement programs have developed successful annual fund, major gift and planned giving operations complemented by strong alumni and communication programs. These programs are expected to raise gift commitments that are greater than 15 percent of the state general fund allocation.

## Pledges

Gift commitments paid in installments over a period of time, not to exceed five years. Pledges must be documented and are counted at face value.

## Purpose of Gift

Refers to the donor's expressed intention for the use of the gift.

- Unrestricted
  - Gifts given to the institution without any restriction, regardless of any subsequent designation by the institution.
- Restricted
  - Gifts that have been restricted to support academic divisions, athletics, faculty compensation, research, public service, library operations, physical plant maintenance, student financial aid, or other restricted purposes.
- Property, Buildings, and Equipment (Campus Improvement)
  - o Outright gifts of real and personal property for the use of the institution;
  - o Gifts made for the purpose of purchasing buildings, other facilities, equipment, and land for the institution;
  - o Gifts restricted for construction or major renovation of buildings and other facilities; and
  - o Gifts made for retirement of indebtedness.
- Endowment
  - Funds to be retained and invested for income-producing purposes.

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- Loan Funds  
Outright gifts restricted by donors to be available for loans to students, faculty and staff.
  - Deferred Gifts  
Irrevocable commitments such as charitable gift annuities, charitable remainder trusts (including those administered outside the institution), gifts to pooled income funds, and remainder interests in property.

## Source of Gift

Sources of gifts are defined as those entities (individuals or organizations) that transmit the gift or grant to the institution.

- Alumni  
Former undergraduate or graduate students who have earned some credit toward one of the degrees, certificates or diplomas offered by the institution for whom the university has a reasonable means of contacting. It is within the discretion of each university to limit alumni status to individuals who have obtained a degree and/or credential.
- Parents  
These are individuals, other than alumni, who are the parents, guardians or grandparents of current or former students at the institution. An affiliation as an alumnus takes precedence over that of a parent for the purpose of this report.
- Other Individuals  
This includes all other persons, including governing board members, who are not classified as either alumni or parent.
- Foundations  
Personal/family foundations and other foundations and trusts that are private tax-exempt entities operated exclusively for charitable purposes. It does not include company-sponsored foundations.
- Corporations  
This category includes corporations, businesses, partnerships, and cooperatives that have been organized for profit-making purposes, including corporations owned by individuals and families and other closely held companies. This category also includes company-sponsored foundations as well as industry trade associations.
- Other Organizations  
Organizations not reported elsewhere, including religious and community organizations, fundraising consortia, and any other nongovernmental agencies.

## Testamentary Commitments

This category includes new estate provisions made in a will, revocable trust or beneficiary designation for which the institution has documentation. These provisions are counted at face value.

## PHILANTHROPIC PRODUCTIVITY

2010/2011 Fiscal Year **Chart I**

	2008/2009 Total Gift Commitments	2009/2010 Total Gift Commitments	2010/2011 Total Gift Commitments	Three Year Average	2008/2009 Total Gift Receipts	2009/2010 Total Gift Receipts	2010/2011 Total Gift Receipts	Three Year Average
<b>GROUP I</b>								
Bakersfield	\$4,479,320	\$4,768,964	\$4,427,718	\$4,558,667	\$4,315,558	\$3,989,984	\$3,793,851	\$4,033,131
Channel Islands	\$1,950,179	\$2,920,661	\$1,933,365	\$2,268,068	\$3,642,146	\$1,645,105	\$2,749,650	\$2,678,967
Dominguez Hills	\$3,627,027	\$2,655,893	\$3,086,913	\$3,123,278	\$3,335,159	\$2,730,897	\$3,223,491	\$3,096,516
East Bay	\$2,805,209	\$5,091,539	\$6,089,800	\$4,662,183	\$1,965,283	\$3,792,620	\$6,088,580	\$3,948,828
Humboldt	\$4,835,579	\$7,245,821	\$11,561,333	\$7,880,911	\$3,547,961	\$5,921,402	\$8,880,809	\$6,116,724
Los Angeles	\$26,142,519	\$10,525,846	\$5,560,964	\$14,076,443	\$5,259,627	\$5,517,797	\$3,226,094	\$4,667,839
Maritime Academy	\$3,995,020	\$1,093,858	\$1,918,837	\$2,335,905	\$1,420,020	\$1,722,858	\$2,403,370	\$1,848,749
Monterey Bay	\$5,557,903	\$3,565,397	\$4,657,111	\$4,593,470	\$5,241,740	\$3,692,736	\$4,191,128	\$4,375,201
San Bernardino	\$8,780,755	\$5,043,977	\$2,928,520	\$5,584,417	\$5,587,937	\$4,499,859	\$2,841,305	\$4,309,700
San Marcos	\$3,877,713	\$3,093,646	\$2,775,288	\$3,248,882	\$3,281,022	\$3,987,777	\$2,228,741	\$3,165,847
Stanislaus	\$2,434,411	\$2,675,268	\$1,956,505	\$2,355,395	\$1,969,333	\$2,241,782	\$1,532,415	\$1,914,510
<b>PEER GROUP I TOTAL</b>	<b>\$68,485,635</b>	<b>\$48,680,870</b>	<b>\$46,896,354</b>	<b>\$54,687,620</b>	<b>\$39,565,786</b>	<b>\$39,742,817</b>	<b>\$41,159,434</b>	<b>\$40,156,012</b>
<b>GROUP II</b>								
Chico	\$7,775,239	\$7,114,192	\$6,644,590	\$7,178,007	\$4,695,489	\$6,423,622	\$6,276,275	\$5,798,462
Fullerton	\$14,054,018	\$10,629,964	\$8,486,669	\$11,056,884	\$14,599,847	\$11,654,888	\$11,121,402	\$12,458,712
Northridge	\$13,172,900	\$13,384,946	\$10,742,822	\$12,433,556	\$8,940,339	\$12,529,565	\$9,065,563	\$10,178,489
Pomona	\$26,971,180	\$9,168,427	\$58,443,191	\$31,527,599	\$7,913,341	\$5,909,203	\$16,504,641	\$10,109,062
Sacramento	\$17,084,461	\$9,869,219	\$14,251,867	\$13,735,182	\$10,040,585	\$10,626,083	\$7,057,477	\$9,241,382
San Francisco	\$18,078,002	\$16,179,665	\$14,285,633	\$16,181,100	\$14,905,258	\$12,976,643	\$8,633,010	\$12,171,637
San José	\$17,841,940	\$20,404,957	\$25,691,237	\$21,312,711	\$11,684,859	\$17,445,119	\$20,448,082	\$16,526,020
Sonoma	\$7,621,206	\$3,513,931	\$14,042,820	\$8,392,652	\$8,675,307	\$3,268,524	\$7,041,342	\$6,328,391
<b>PEER GROUP II TOTAL</b>	<b>\$122,598,946</b>	<b>\$90,265,301</b>	<b>\$152,588,829</b>	<b>\$121,817,692</b>	<b>\$81,455,025</b>	<b>\$80,833,647</b>	<b>\$86,147,792</b>	<b>\$82,812,155</b>
<b>GROUP III</b>								
Fresno	\$50,714,107	\$15,350,698	\$15,705,657	\$27,256,821	\$44,633,482	\$19,211,324	\$14,111,751	\$25,985,519
Long Beach	\$31,992,835	\$28,945,371	\$26,232,778	\$29,056,995	\$22,718,759	\$12,874,199	\$20,042,216	\$18,545,058
San Diego	\$62,224,217	\$60,871,388	\$71,202,713	\$64,766,106	\$50,028,226	\$54,740,126	\$59,147,550	\$54,638,634
San Luis Obispo	\$25,241,373	\$19,120,243	\$30,186,742	\$24,849,453	\$19,190,088	\$18,247,682	\$17,553,261	\$18,330,344
<b>PEER GROUP III TOTAL</b>	<b>\$170,172,532</b>	<b>\$124,287,700</b>	<b>\$143,327,890</b>	<b>\$145,929,374</b>	<b>\$136,570,555</b>	<b>\$105,073,331</b>	<b>\$110,854,778</b>	<b>\$117,499,555</b>
Chancellor's Office	\$2,669,242	\$1,966,613	\$1,854,431	\$2,163,429	\$2,704,242	\$1,986,613	\$2,352,556	\$2,347,804
<b>SYSTEMWIDE TOTAL</b>	<b>\$363,926,355</b>	<b>\$265,200,484</b>	<b>\$344,667,504</b>	<b>\$324,598,114</b>	<b>\$260,295,608</b>	<b>\$227,636,408</b>	<b>\$240,514,560</b>	<b>\$242,815,525</b>

Note 1: Gift Commitments include new gifts, new pledges and testamentary commitments. Gift Receipts reflect assets received by the University in the form of new gifts and pledge payments.

Note 2: 2008/2009 Fresno gift commitments were revised after the 2008/2009 report went to print; revision reflects a \$2,464,000 reduction to Native American and local government contributions.

## CHARITABLE GIFT COMMITMENTS

2010/2011 Fiscal Year Chart II

	New Charitable Gifts	Native American & Local Government Contributions	New Pledges	Testamentary Commitments	Total Gift Commitments	2010/2011 General Fund	Gift Commitments as a Percent of the General Fund
<b>GROUP I</b>							
Bakersfield	\$2,803,924	\$0	\$1,623,794	\$0	\$4,427,718	\$55,175,299	8%
Channel Islands	\$1,283,467	\$3,100	\$646,798	\$0	\$1,933,365	\$45,969,040	4%
Dominguez Hills	\$2,817,213	\$0	\$269,700	\$0	\$3,086,913	\$66,950,742	5%
East Bay	\$5,588,248	\$0	\$281,552	\$220,000	\$6,089,800	\$77,629,521	8%
Humboldt	\$8,315,315	\$900	\$3,230,118	\$15,000	\$11,561,333	\$69,875,740	17%
Los Angeles	\$2,516,523	\$0	\$945,171	\$2,099,270	\$5,560,964	\$118,213,089	5%
Maritime Academy	\$1,773,370	\$0	\$137,467	\$8,000	\$1,918,837	\$19,008,771	10%
Monterey Bay	\$3,760,661	\$35	\$746,415	\$150,000	\$4,657,111	\$51,596,253	9%
San Bernardino	\$2,192,717	\$298,478	\$437,326	\$0	\$2,928,520	\$94,053,498	3%
San Marcos	\$2,191,741	\$229,197	\$354,350	\$0	\$2,775,288	\$60,198,542	5%
Stanislaus	\$1,084,279	\$719	\$871,507	\$0	\$1,956,505	\$56,514,337	3%
<b>PEER GROUP I TOTAL</b>	<b>\$34,327,458</b>	<b>\$532,429</b>	<b>\$9,544,198</b>	<b>\$2,492,270</b>	<b>\$46,896,354</b>	<b>\$715,184,832</b>	<b>7%</b>
<b>GROUP II</b>							
Chico	\$6,229,705	\$1,150	\$0	\$413,735	\$6,644,590	\$102,076,032	7%
Fullerton	\$7,522,507	\$3,525	\$960,637	\$0	\$8,486,669	\$151,122,657	6%
Northridge	\$6,454,317	\$0	\$2,567,296	\$1,721,209	\$10,742,822	\$166,726,076	6%
Pomona	\$14,948,973	\$0	\$40,479,218	\$3,015,000	\$58,443,191	\$124,212,192	47%
Sacramento	\$6,854,215	\$0	\$370,848	\$7,026,804	\$14,251,867	\$140,795,817	10%
San Francisco	\$6,282,364	\$0	\$1,411,269	\$6,592,000	\$14,285,633	\$143,863,789	10%
San José	\$13,492,431	\$0	\$4,956,690	\$7,242,116	\$25,691,237	\$140,513,822	18%
Sonoma	\$6,784,419	\$52,705	\$2,284,200	\$4,921,496	\$14,042,820	\$56,137,723	25%
<b>PEER GROUP II TOTAL</b>	<b>\$68,568,931</b>	<b>\$57,380</b>	<b>\$53,030,158</b>	<b>\$30,932,360</b>	<b>\$152,588,829</b>	<b>\$1,025,448,108</b>	<b>15%</b>
<b>GROUP III</b>							
Fresno	\$11,206,891	\$37,266	\$4,461,500	\$0	\$15,705,657	\$133,844,322	12%
Long Beach	\$13,077,303	\$0	\$4,213,447	\$8,942,028	\$26,232,778	\$174,152,206	15%
San Diego	\$56,147,855	\$22,050	\$10,097,850	\$4,934,958	\$71,202,713	\$185,949,676	38%
San Luis Obispo	\$15,902,243	\$0	\$1,930,499	\$12,354,000	\$30,186,742	\$124,855,198	24%
<b>PEER GROUP III TOTAL</b>	<b>\$96,334,292</b>	<b>\$59,316</b>	<b>\$20,703,296</b>	<b>\$26,230,986</b>	<b>\$143,327,890</b>	<b>\$618,801,402</b>	<b>23%</b>
Chancellor's Office	\$1,854,431	\$0	\$0	\$0	\$1,854,431	\$74,466,672	2%
<b>SYSTEMWIDE TOTAL</b>	<b>\$201,085,111</b>	<b>\$649,124</b>	<b>\$83,277,652</b>	<b>\$59,655,616</b>	<b>\$344,667,504</b>	<b>\$2,433,901,014</b>	<b>14%</b>

Note 1: Group I campuses generally have less than 5,000 individual donors, less than 10 full-time professional fundraisers, and less than \$25 million in endowment market value. Group II campuses generally have between 5,000 and 10,000 individual donors, between 10 and 20 full-time professional fundraisers, and between \$25 million and \$50 million in endowment market value. Group III campuses generally have over 10,000 individual donors, over 20 full-time professional fundraisers, and over \$50 million in endowment market value.



# GIFT RECEIPTS BY SOURCE

2010/2011 Fiscal Year Chart III

	Individuals			Organizations			Gift Receipts Total	Total Number Individual Donors
	Alumni	Parents	Other Individuals	Foundations	Corporations	Other Organizations		
<b>GROUP I</b>								
Bakersfield	\$305,273	\$5,467	\$490,125	\$438,149	\$2,012,055	\$542,782	\$3,793,851	889
Channel Islands	\$3,767	\$11,183	\$509,600	\$1,237,863	\$955,036	\$32,281	\$2,749,650	394
Dominguez Hills	\$106,554	\$100	\$339,619	\$1,601,289	\$1,132,852	\$43,077	\$3,223,491	1,480
East Bay	\$337,871	\$11,407	\$617,730	\$3,775,209	\$1,086,106	\$260,257	\$6,088,580	1,706
Humboldt	\$1,048,866	\$199,594	\$4,285,940	\$895,102	\$1,585,276	\$866,031	\$8,880,809	8,287
Los Angeles	\$394,148	\$1,148	\$633,455	\$931,419	\$1,058,360	\$207,564	\$3,226,094	3,788
Maritime Academy	\$227,702	\$82,837	\$444,977	\$189,533	\$521,945	\$936,376	\$2,403,370	642
Monterey Bay	\$9,328	\$12,436	\$1,568,943	\$1,301,160	\$1,240,397	\$58,864	\$4,191,128	5,526
San Bernardino	\$189,667	\$19,292	\$601,725	\$531,299	\$1,375,382	\$123,940	\$2,841,305	2,723
San Marcos	\$54,020	\$14,364	\$826,467	\$546,654	\$757,098	\$30,138	\$2,228,741	1,136
Stanislaus	\$48,312	\$370	\$422,290	\$25,940	\$891,438	\$144,065	\$1,532,415	1,051
<b>PEER GROUP I TOTAL</b>	<b>\$2,725,508</b>	<b>\$358,198</b>	<b>\$10,740,871</b>	<b>\$11,473,617</b>	<b>\$12,615,945</b>	<b>\$3,245,375</b>	<b>\$41,159,434</b>	<b>27,622</b>
<b>GROUP II</b>								
Chico	\$996,164	\$211,365	\$1,843,656	\$811,609	\$2,370,022	\$43,459	\$6,276,275	14,111
Fullerton	\$2,402,077	\$597,654	\$2,560,318	\$931,064	\$3,868,814	\$761,475	\$11,121,402	7,731
Northridge	\$1,002,394	\$103,230	\$1,816,672	\$3,324,637	\$2,672,296	\$146,334	\$9,065,563	6,622
Pomona	\$1,313,047	\$52,455	\$2,290,081	\$10,633,161	\$1,162,029	\$1,053,868	\$16,504,641	4,665
Sacramento	\$788,821	\$6,968	\$4,110,009	\$945,230	\$893,625	\$312,824	\$7,057,477	36,154
San Francisco	\$999,993	\$97,984	\$931,493	\$3,076,250	\$2,254,133	\$1,273,157	\$8,633,010	7,481
San José	\$4,387,443	\$53,007	\$2,606,608	\$9,714,306	\$3,511,063	\$175,655	\$20,448,082	7,266
Sonoma	\$164,874	\$61,970	\$1,778,506	\$4,503,814	\$341,220	\$190,958	\$7,041,342	1,807
<b>PEER GROUP II TOTAL</b>	<b>\$12,054,813</b>	<b>\$1,184,633</b>	<b>\$17,937,343</b>	<b>\$33,940,071</b>	<b>\$17,073,202</b>	<b>\$3,957,730</b>	<b>\$86,147,792</b>	<b>85,837</b>
<b>GROUP III</b>								
Fresno	\$3,313,819	\$82,180	\$2,615,252	\$4,964,602	\$2,973,098	\$162,800	\$14,111,751	9,885
Long Beach	\$3,688,765	\$344,231	\$6,057,000	\$4,247,498	\$4,010,981	\$1,693,741	\$20,042,216	24,144
San Diego	\$12,819,662	\$476,080	\$17,706,851	\$18,735,265	\$8,341,711	\$1,067,981	\$59,147,550	59,601
San Luis Obispo	\$4,368,144	\$1,045,077	\$1,100,349	\$1,708,917	\$7,262,666	\$2,068,108	\$17,553,261	15,341
<b>PEER GROUP III TOTAL</b>	<b>\$24,190,390</b>	<b>\$1,947,568</b>	<b>\$27,479,452</b>	<b>\$29,656,282</b>	<b>\$22,588,456</b>	<b>\$4,992,630</b>	<b>\$110,854,778</b>	<b>108,971</b>
Chancellor's Office	\$0	\$0	\$681,304	\$952,125	\$714,800	\$4,327	\$2,352,556	29
<b>SYSTEMWIDE TOTAL</b>	<b>\$38,970,711</b>	<b>\$3,490,399</b>	<b>\$56,838,970</b>	<b>\$76,022,095</b>	<b>\$52,992,403</b>	<b>\$12,200,062</b>	<b>\$240,514,560</b>	<b>222,459</b>

Note 1: Number of Individual Donors includes alumni, parents, faculty, staff, students, and friends of the University.

## GIFT RECEIPTS BY PURPOSE

2010/2011 Fiscal Year Chart IV

	Current Programs		Capital Purposes				Deferred Gifts	Gift Receipts Total
	Unrestricted	Restricted	Campus Improvements: Property, Buildings and Equipment	Unrestricted	Restricted	Loan Funds		
<b>GROUP I</b>								
Bakersfield	\$49,875	\$2,848,529	\$134,397	\$0	\$761,050	\$0	\$0	\$3,793,851
Channel Islands	\$167,424	\$2,446,575	\$79,500	\$0	\$56,150	\$0	\$0	\$2,749,650
Dominguez Hills	\$60,598	\$3,105,862	\$756	\$0	\$46,275	\$0	\$10,000	\$3,223,491
East Bay	\$131,611	\$5,466,493	\$0	\$0	\$249,370	\$0	\$241,106	\$6,088,580
Humboldt	\$613,319	\$4,955,218	\$40,407	\$15,077	\$695,377	\$0	\$2,561,411	\$8,880,809
Los Angeles	\$402,987	\$2,239,809	\$317,302	\$3,250	\$262,746	\$0	\$0	\$3,226,094
Maritime Academy	\$384,941	\$1,034,216	\$176,833	\$612,000	\$195,380	\$0	\$0	\$2,403,370
Monterey Bay	\$79,404	\$3,206,313	\$150,202	\$0	\$745,209	\$0	\$10,000	\$4,191,128
San Bernardino	\$36,956	\$2,090,877	\$345,070	\$0	\$368,402	\$0	\$0	\$2,841,305
San Marcos	\$71,934	\$1,312,145	\$968	\$0	\$843,694	\$0	\$0	\$2,228,741
Stanislaus	\$6,810	\$951,785	\$88,386	\$0	\$485,334	\$100	\$0	\$1,532,415
<b>PEER GROUP I TOTAL</b>	<b>\$2,005,859</b>	<b>\$29,657,822</b>	<b>\$1,333,821</b>	<b>\$630,327</b>	<b>\$4,708,987</b>	<b>\$100</b>	<b>\$2,822,517</b>	<b>\$41,159,434</b>
<b>GROUP II</b>								
Chico	\$362,558	\$1,595,331	\$0	\$16,565	\$3,661,821	\$0	\$640,000	\$6,276,275
Fullerton	\$155,903	\$6,760,643	\$877,259	\$0	\$2,861,078	\$0	\$466,519	\$11,121,402
Northridge	\$180,055	\$3,547,355	\$2,880,367	\$0	\$2,452,786	\$0	\$5,000	\$9,065,563
Pomona	\$97,536	\$3,428,750	\$2,461,676	\$2,000,000	\$8,516,679	\$0	\$0	\$16,504,641
Sacramento	\$147,378	\$6,009,007	\$478,084	\$0	\$408,008	\$0	\$15,000	\$7,057,477
San Francisco	\$408,554	\$6,532,257	\$588,928	\$0	\$1,103,271	\$0	\$0	\$8,633,010
San José	\$461,578	\$9,423,856	\$7,972	\$267	\$10,194,409	\$0	\$360,000	\$20,448,082
Sonoma	\$80,529	\$1,262,645	\$5,206,827	\$0	\$400,341	\$0	\$91,000	\$7,041,342
<b>PEER GROUP II TOTAL</b>	<b>\$1,894,091</b>	<b>\$38,559,844</b>	<b>\$12,501,113</b>	<b>\$2,016,832</b>	<b>\$29,598,393</b>	<b>\$0</b>	<b>\$1,577,519</b>	<b>\$86,147,792</b>
<b>GROUP III</b>								
Fresno	\$315,095	\$8,968,655	\$1,151,726	\$0	\$3,676,275	\$0	\$0	\$14,111,751
Long Beach	\$933,366	\$11,229,762	\$3,358,238	\$0	\$3,010,850	\$0	\$1,510,000	\$20,042,216
San Diego	\$39,925	\$45,941,661	\$0	\$0	\$6,881,352	\$0	\$6,284,612	\$59,147,550
San Luis Obispo	\$610,135	\$9,728,749	\$3,123,615	\$0	\$3,385,413	\$3,000	\$702,348	\$17,553,261
<b>PEER GROUP III TOTAL</b>	<b>\$1,898,521</b>	<b>\$75,868,827</b>	<b>\$7,633,579</b>	<b>\$0</b>	<b>\$16,953,890</b>	<b>\$3,000</b>	<b>\$8,496,960</b>	<b>\$110,854,778</b>
Chancellor's Office	\$132,084	\$1,604,073	\$0	\$0	\$616,399	\$0	\$0	\$2,352,556
<b>SYSTEMWIDE TOTAL</b>	<b>\$5,930,555</b>	<b>\$145,690,566</b>	<b>\$21,468,513</b>	<b>\$2,647,159</b>	<b>\$51,877,669</b>	<b>\$3,100</b>	<b>\$12,896,996</b>	<b>\$240,514,560</b>

# CHARITABLE GIFT COMPARISONS

2010/2011 Fiscal Year Chart V

	2008/2009	2009/2010	2010/2011
<b>SOURCE OF SUPPORT</b>			
<b>INDIVIDUALS</b>			
Alumni	\$44,356,464	\$43,128,862	\$38,970,711
Parents	\$3,298,420	\$3,440,584	\$3,490,399
Other Individuals	\$68,924,437	\$58,579,892	\$56,838,970
<b>INDIVIDUALS TOTAL</b>	<b>\$116,579,321</b>	<b>\$105,149,338</b>	<b>\$99,300,080</b>
<b>ORGANIZATIONS</b>			
Foundations	\$84,757,105	\$55,709,160	\$76,022,095
Corporations	\$46,491,544	\$51,466,351	\$52,992,403
Other Organizations	\$12,467,637	\$15,311,559	\$12,200,062
<b>ORGANIZATIONS TOTAL</b>	<b>\$143,716,286</b>	<b>\$122,487,070</b>	<b>\$141,214,560</b>
<b>SOURCE OF SUPPORT TOTAL</b>	<b>\$260,295,608</b>	<b>\$227,636,408</b>	<b>\$240,514,560</b>
<b>GIFT PURPOSES</b>			
<b>CURRENT OPERATIONS</b>			
Unrestricted	\$6,487,544	\$5,875,655	\$5,930,555
Restricted	\$173,104,912	\$140,683,076	\$145,690,566
<b>CURRENT OPERATIONS TOTAL</b>	<b>\$179,592,456</b>	<b>\$146,558,731</b>	<b>\$151,621,122</b>
<b>CAPITAL PURPOSES</b>			
Property, Buildings and Equipment	\$24,619,169	\$19,423,930	\$21,468,513
Endowment: Unrestricted	\$71,931	\$213,809	\$2,647,159
Endowment: Restricted	\$38,926,315	\$49,406,744	\$51,877,669
Loan Funds	\$214,235	\$645	\$3,100
<b>CAPITAL PURPOSES TOTAL</b>	<b>\$63,831,650</b>	<b>\$69,045,128</b>	<b>\$75,996,441</b>
Deferred Gifts	\$16,871,501	\$12,032,549	\$12,896,996
<b>GIFT PURPOSES TOTAL</b>	<b>\$260,295,608</b>	<b>\$227,636,408</b>	<b>\$240,514,560</b>

## ENDOWMENT

2010/2011 Fiscal Year Chart VI

	2008/2009 Market Value	2009/2010 Market Value	2010/2011 Market Value	2009/2010 to 2010/2011 Comparison		2008/2009 Investment Return Rate	2009/2010 Investment Return Rate	2010/2011 Investment Return Rate	Three Year Average	2010/2011 Gifts to Endowment	2010/2011 Endowment Distribution
				Amount	Percentage						
<b>GROUP I</b>											
Bakersfield	\$13,013,485	\$14,542,510	\$17,887,341	\$3,344,831	23.00%	-15.41%	13.16%	22.42%	6.72%	\$761,050	\$299,852
Channel Islands	\$6,241,639	\$7,770,469	\$9,890,089	\$2,119,620	27.28%	-15.20%	13.90%	22.70%	7.13%	\$56,150	\$173,217
Dominguez Hills	\$6,033,290	\$7,871,105	\$9,051,950	\$1,180,845	15.00%	-10.30%	14.80%	17.22%	7.24%	\$46,275	\$127,650
East Bay	\$7,745,376	\$8,518,478	\$10,022,562	\$1,504,084	17.66%	-14.38%	12.41%	20.32%	6.12%	\$249,370	\$311,262
Humboldt	\$15,700,287	\$18,512,477	\$22,006,713	\$3,494,236	18.88%	-14.80%	9.00%	16.00%	3.40%	\$710,454	\$418,773
Los Angeles	\$13,223,651	\$15,664,827	\$19,240,160	\$3,575,333	22.82%	-14.90%	12.80%	22.50%	6.80%	\$265,996	\$333,433
Maritime Academy	\$1,882,472	\$2,268,000	\$3,288,731	\$1,020,731	45.01%	-16.20%	18.60%	14.68%	5.69%	\$807,380	\$10,875
Monterey Bay	\$7,676,318	\$9,554,374	\$13,022,219	\$3,467,845	36.30%	-12.60%	17.70%	22.70%	9.27%	\$745,209	\$370,209
San Bernardino	\$13,401,462	\$16,426,507	\$19,681,260	\$3,254,753	19.81%	-18.30%	15.40%	20.10%	5.73%	\$368,402	\$412,153
San Marcos	\$12,991,702	\$14,610,064	\$17,921,290	\$3,311,226	22.66%	-20.11%	14.20%	25.40%	6.50%	\$843,694	\$260,560
Stanislaus	\$8,422,419	\$8,873,009	\$10,518,102	\$1,645,093	18.54%	-24.00%	-1.00%	8.53%	-5.49%	\$485,334	\$664,613
<b>PEER GROUP I TOTAL</b>	<b>\$106,332,101</b>	<b>\$124,611,820</b>	<b>\$152,530,417</b>	<b>\$27,918,597</b>	<b>22.40%</b>	<b>-16.31%</b>	<b>12.45%</b>	<b>20.03%</b>	<b>5.39%</b>	<b>\$5,339,314</b>	<b>\$3,382,597</b>
<b>GROUP II</b>											
Chico	\$28,634,866	\$38,957,678	\$43,021,055	\$4,063,377	10.43%	-16.90%	9.70%	16.80%	3.20%	\$3,678,386	\$1,929,249
Fullerton	\$18,960,389	\$23,987,020	\$32,346,565	\$8,359,545	34.85%	-15.77%	13.44%	20.45%	6.04%	\$2,861,078	\$1,505,034
Northridge	\$48,920,302	\$54,881,873	\$68,103,000	\$13,221,127	24.09%	-19.70%	12.00%	21.90%	4.73%	\$2,452,786	\$1,193,913
Pomona	\$27,636,000	\$32,698,955	\$49,983,520	\$17,284,565	52.86%	-16.80%	15.63%	23.96%	7.60%	\$10,516,679	\$0
Sacramento	\$19,711,554	\$25,539,959	\$28,820,010	\$3,280,051	12.84%	-12.70%	7.70%	13.00%	2.67%	\$408,008	\$756,214
San Francisco	\$43,731,310	\$49,018,563	\$48,953,667	-\$64,896	-0.13%	-12.15%	9.66%	7.74%	1.75%	\$1,103,271	\$5,140,320
San José	\$40,517,427	\$55,110,262	\$73,099,988	\$17,989,726	32.64%	-22.40%	15.50%	22.82%	5.31%	\$10,194,676	\$1,567,364
Sonoma	\$26,036,684	\$27,974,087	\$34,221,426	\$6,247,339	22.33%	-22.70%	9.30%	21.00%	2.53%	\$400,341	\$0
<b>PEER GROUP II TOTAL</b>	<b>\$254,148,532</b>	<b>\$308,168,397</b>	<b>\$378,549,231</b>	<b>\$70,380,834</b>	<b>22.84%</b>	<b>-17.67%</b>	<b>11.86%</b>	<b>19.06%</b>	<b>4.42%</b>	<b>\$31,615,225</b>	<b>\$12,092,094</b>
<b>GROUP III</b>											
Fresno	\$91,339,899	\$111,566,395	\$127,292,712	\$15,726,317	14.10%	-13.81%	12.04%	17.81%	5.35%	\$3,676,275	\$5,357,346
Long Beach	\$31,070,238	\$36,563,866	\$46,269,017	\$9,705,151	26.54%	-19.90%	15.10%	22.80%	6.00%	\$3,010,850	\$423,584
San Diego	\$98,559,000	\$109,401,000	\$135,191,000	\$25,790,000	23.57%	-18.00%	16.22%	22.44%	6.89%	\$6,881,352	\$4,010,000
San Luis Obispo	\$130,946,796	\$146,772,634	\$173,419,476	\$26,646,842	18.16%	-18.50%	15.50%	23.30%	6.77%	\$3,385,413	\$6,330,871
<b>PEER GROUP III TOTAL</b>	<b>\$351,915,933</b>	<b>\$404,303,895</b>	<b>\$482,172,205</b>	<b>\$77,868,310</b>	<b>19.26%</b>	<b>-17.26%</b>	<b>14.70%</b>	<b>21.56%</b>	<b>6.33%</b>	<b>\$16,953,890</b>	<b>\$16,121,801</b>
Chancellor's Office	\$7,912,513	\$9,056,686	\$11,140,934	\$2,084,248	23.01%	-12.00%	14.94%	18.64%	7.19%	\$616,399	\$300,711
<b>SYSTEMWIDE TOTAL</b>	<b>\$720,309,079</b>	<b>\$846,140,798</b>	<b>\$1,024,392,787</b>	<b>\$178,251,989</b>	<b>21.07%</b>	<b>-17.21%</b>	<b>13.34%</b>	<b>20.38%</b>	<b>5.50%</b>	<b>\$54,524,828</b>	<b>\$31,897,203</b>

Note 1: Investment returns are reported as net of investment fees.

Note 2: Peer Group and Systemwide investment returns are presented as dollar-weighted averages.

Note 3: Chancellor's Office 2008/2009 market value was revised after 2008/2009 report went to print and now includes quasi-endowment data.

Note 4: San Diego 2008/2009 market value was revised after 2008/2009 report went to print and now reflects audited market value.

Note 5: Sonoma distribution to endowed scholarships and programs was funded from other unrestricted campus sources in the amount of \$1,159,371.

# ALUMNI

2010/2011 Fiscal Year Chart VII

	Number of Addressable Alumni	Alumni Association Members			Membership Dues Collected	Alumni Solicited	Alumni Donors	Total Alumni Contributions	Percentage of Alumni Contributions from Association Members	Total Contributions from Alumni Association Members
		Annual	Lifetime	Total						
<b>GROUP I</b>										
Bakersfield	34,889	34,698	191	34,889	\$500	6,928	370	\$305,273	100.00%	\$305,273
Channel Islands	4,539	1,140	93	1,233	\$11,020	4,533	24	\$3,767	90.44%	\$3,407
Dominguez Hills	61,868	-	3,261	3,261	\$0	61,868	1,033	\$106,554	44.25%	\$47,155
East Bay	90,155	1,974	1,612	3,586	\$7,745	85,497	1,128	\$337,871	19.30%	\$65,212
Humboldt	46,482	691	2,735	3,426	\$30,060	38,105	4,110	\$1,048,866	13.16%	\$138,069
Los Angeles	117,355	5,570	1,631	7,201	\$74,216	43,196	3,150	\$394,148	19.67%	\$77,540
Maritime Academy	4,454	-	4,454	4,454	\$0	4,454	337	\$227,702	100.00%	\$227,702
Monterey Bay	6,317	265	1,155	1,420	\$21,063	6,089	110	\$9,328	70.34%	\$6,561
San Bernardino	59,224	3,464	743	4,207	\$48,606	32,041	1,053	\$189,667	65.54%	\$124,314
San Marcos	25,987	737	150	887	\$27,030	21,169	106	\$54,020	50.04%	\$27,030
Stanislaus	47,116	-	38,637	38,637	\$0	18,846	322	\$48,312	87.50%	\$42,271
<b>PEER GROUP I TOTAL</b>	<b>498,386</b>	<b>48,539</b>	<b>54,662</b>	<b>103,201</b>	<b>\$220,240</b>	<b>322,726</b>	<b>11,743</b>	<b>\$2,725,508</b>	<b>39.06%</b>	<b>\$1,064,534</b>
<b>GROUP II</b>										
Chico	137,176	1,192	734	1,926	\$84,351	100,153	7,534	\$996,164	32.43%	\$323,010
Fullerton	200,382	4,795	2,251	7,046	\$123,699	122,404	4,187	\$2,402,077	89.45%	\$2,148,721
Northridge	211,575	11,178	1,237	12,415	\$89,504	149,078	3,359	\$1,002,394	36.15%	\$362,352
Pomona	109,597	1,208	2,038	3,246	\$36,945	55,641	3,321	\$1,313,047	40.69%	\$534,324
Sacramento	187,798	3,133	2,568	5,701	\$146,234	85,661	3,962	\$788,821	40.36%	\$318,399
San Francisco	258,960	-	5,137	5,137	\$51,706	41,668	4,285	\$999,993	17.28%	\$172,808
San José	193,834	5,124	5,029	10,153	\$200,729	176,412	3,803	\$4,387,443	64.86%	\$2,845,551
Sonoma	57,011	876	1,223	2,099	\$13,665	8,750	363	\$164,874	122.44%	\$201,873
<b>PEER GROUP II TOTAL</b>	<b>1,356,333</b>	<b>27,506</b>	<b>20,217</b>	<b>47,723</b>	<b>\$746,833</b>	<b>739,767</b>	<b>30,814</b>	<b>\$12,054,813</b>	<b>57.30%</b>	<b>\$6,907,038</b>
<b>GROUP III</b>										
Fresno	173,411	1,944	2,399	4,343	\$105,495	65,678	6,190	\$3,313,819	50.60%	\$1,676,644
Long Beach	242,794	35,975	776	36,751	\$56,537	150,629	9,095	\$3,688,765	19.75%	\$728,586
San Diego	255,827	2,024	6,026	8,050	\$428,700	138,413	6,104	\$12,819,662	57.48%	\$7,368,433
San Luis Obispo	146,980	2,284	10,083	12,367	\$84,607	34,465	7,798	\$4,368,144	49.89%	\$2,179,163
<b>PEER GROUP III TOTAL</b>	<b>819,012</b>	<b>42,227</b>	<b>19,284</b>	<b>61,511</b>	<b>\$675,339</b>	<b>389,185</b>	<b>29,187</b>	<b>\$24,190,390</b>	<b>49.41%</b>	<b>\$11,952,826</b>
<b>SYSTEMWIDE TOTAL</b>	<b>2,673,731</b>	<b>118,272</b>	<b>94,163</b>	<b>212,435</b>	<b>\$1,642,412</b>	<b>1,451,678</b>	<b>71,744</b>	<b>\$38,970,711</b>	<b>51.13%</b>	<b>\$19,924,398</b>

Note 1: Alumni Association members may include friends of the University that officially are not alumni; therefore, it is possible for contributions from Alumni Association members to exceed gifts from alumni.

Note 2: In 2006/07, Maritime Academy discontinued dues membership; all alumni receive free lifetime memberships.

Note 3: In 2006/07, Stanislaus discontinued dues membership.

Note 4: In 2006/07, Dominguez Hills discontinued dues membership; alumni can join the association for free.

Note 5: In 2009/10, Bakersfield discontinued dues membership; all alumni receive free annual memberships.



