

Philanthropic Productivity

2003/2004 Fiscal Year

Chart I

	New Pledges	New Gifts	Testamentary Commitments	Total Philanthropic Productivity	2003/2004 Net General Fund	Philanthropic Productivity as a Percent of the Net General Fund
Bakersfield	\$231,699	\$1,061,154	\$0	\$1,292,853	\$52,188,000	2%
Channel Islands	222,967	1,484,633	0	1,707,600	27,202,000	6%
Chico	98,111	5,791,283	675,000	6,564,394	101,388,600	6%
Dominguez Hills	32,509	2,499,328	0	2,531,837	63,851,200	4%
East Bay	1,423,851	1,308,340	0	2,732,191	77,733,700	4%
Fresno	5,116,600	10,954,386	1,550,000	17,620,986	127,744,000	14%
Fullerton	3,235,646	6,135,888	0	9,371,534	144,348,200	6%
Humboldt	449,361	2,997,566	2,111,841	5,558,768	63,159,200	9%
Long Beach	85,000	21,140,742	11,869,500	33,095,242	170,245,700	19%
Los Angeles	1,113,546	3,883,014	1,113,500	6,110,060	110,914,400	6%
Maritime Academy	12,600	1,889,584	0	1,902,184	13,371,800	14%
Monterey Bay	6,079,068	1,733,473	0	7,812,541	43,845,200	18%
Northridge	91,045	25,573,277	140,000	25,804,322	159,797,800	16%
Pomona	316,250	4,744,291	0	5,060,541	122,882,300	4%
Sacramento	25,000	6,673,200	1,000,800	7,699,000	140,895,000	5%
San Bernardino	275,667	3,086,581	600,000	3,962,248	87,281,300	5%
San Diego	15,736,050	44,262,219	3,355,000	63,353,269	184,983,000	34%
San Francisco	7,853,364	6,542,375	2,900,000	17,295,739	137,491,800	13%
San José	283,058	11,485,588	5,000	11,773,646	144,560,400	8%
San Luis Obispo	11,489,517	19,600,530	1,440,000	32,530,047	122,013,400	27%
San Marcos	260,000	1,998,325	0	2,258,325	51,524,400	4%
Sonoma	10,782,360	2,536,771	0	13,319,131	50,834,400	26%
Stanislaus	314,427	1,636,364	0	1,950,791	50,390,900	4%
Chancellor's Office	0	2,301,242	0	2,301,242		
Total	\$65,527,696	\$191,320,154	\$26,760,641	\$283,608,491		
					Systemwide Performance	11%

Grants and Contracts Revenue, Non-Capital

2003/2004 Fiscal Year

Chart II

	Federal	State and Local	Non-Governmental	Total Grants and Contract Revenue
Bakersfield	\$14,375,261	\$5,212,445	\$3,747,509	\$23,335,215
Channel Islands	1,157,596	2,498,741	225,000	3,881,337
Chico	27,165,670	10,424,899	6,045,194	43,635,763
Dominguez Hills	20,804,533	9,346,518	1,105,526	31,256,577
East Bay	16,977,251	4,383,426	879,345	22,240,022
Fresno	39,961,114	17,827,276	5,649,594	63,437,984
Fullerton	29,474,704	12,774,725	4,552,863	46,802,292
Humboldt	13,700,070	4,405,118	2,395,648	20,500,836
Long Beach	49,441,234	15,608,929	3,793,292	68,843,455
Los Angeles	46,554,107	12,745,526	2,641,995	61,941,628
Maritime Academy	551,514	226,895	0	778,409
Monterey Bay	14,166,519	4,459,044	1,023,423	19,648,986
Northridge	48,298,622	17,682,549	10,202,271	76,183,442
Pomona	28,927,226	11,204,055	3,927,056	44,058,337
Sacramento	37,122,707	39,002,313	4,813,784	80,938,804
San Bernardino	26,202,292	12,160,902	7,238,974	45,602,168
San Diego	98,348,539	31,630,873	19,689,298	149,668,710
San Francisco	65,857,702	14,747,744	2,752,461	83,357,907
San José	45,317,149	16,113,543	3,920,660	65,351,352
San Luis Obispo	17,751,198	11,491,135	2,453,593	31,695,926
San Marcos	11,502,985	2,303,574	1,605,465	15,412,024
Sonoma	17,575,312	17,654,513	2,292,871	37,522,696
Stanislaus	13,214,232	5,110,806	453,185	18,778,223
Chancellor's Office	0	0	0	0
Total	\$684,447,537	\$279,015,549	\$91,409,007	\$1,054,872,093

Charitable Gifts

Historical 2000 through 2004

Chart III

	1999/00	2000/01	2001/02	2002/03	2003/04
Bakersfield	\$3,538,188	\$2,490,865	\$1,654,583	\$1,747,994	\$1,442,804
Channel Islands*	726,857	2,437,693	6,441,947	3,783,376	1,484,633
Chico	6,288,329	4,863,379	5,167,714	6,924,531	5,791,283
Dominguez Hills	2,810,710	1,148,028	3,020,671	9,776,654	2,501,828
East Bay	1,547,419	1,122,298	994,808	1,317,341	1,838,853
Fresno	23,654,200	22,744,100	23,072,734	22,426,465	14,341,686
Fullerton	484,395	3,849,551	4,502,168	4,925,196	6,359,362
Humboldt	2,861,452	3,174,240	2,168,744	2,016,858	8,141,778
Long Beach	22,152,957	26,627,400	24,246,245	25,526,889	21,190,992
Los Angeles	9,555,246	9,952,705	9,326,111	4,746,509	5,485,426
Maritime Academy	199,617	5,368,406	1,510,830	1,124,531	1,890,021
Monterey Bay	1,401,928	3,693,743	3,192,338	2,591,648	2,113,734
Northridge	7,776,289	12,350,518	12,517,604	18,849,318	28,822,284
Pomona	12,628,486	10,427,970	12,886,168	12,928,743	5,206,638
Sacramento	7,898,310	7,418,816	5,455,407	12,587,492	6,818,200
San Bernardino	8,310,231	4,483,103	3,260,934	5,420,830	3,160,626
San Diego	39,634,776	42,097,267	52,706,465	43,372,743	50,024,618
San Francisco	14,010,529	12,682,643	7,812,066	10,497,178	7,420,881
San José	14,113,330	11,768,556	10,990,480	10,855,527	11,680,810
San Luis Obispo	24,614,921	43,162,232	44,324,640	21,052,479	28,151,469
San Marcos	507,907	2,806,730	6,288,961	3,516,710	2,279,351
Sonoma	16,148,151	10,818,658	8,309,578	6,127,358	5,947,910
Stanislaus	2,986,521	1,650,632	3,538,161	4,714,805	2,983,798
Chancellor's Office	1,730,787	1,104,172	3,897,950	1,002,129	2,301,242
Total	\$225,581,536	\$248,243,705	\$257,287,307	\$237,833,304	\$227,380,227

Charitable Gifts by Source

2003/2004 Fiscal Year

Chart IV

	Individuals			Organizations		
	Alumni	Parents	Other Individuals	Foundations	Corporations	Other Organizations
Bakersfield	\$130,384	\$26,809	\$427,664	\$167,509	\$665,592	\$24,846
Channel Islands	1,465	100	1,047,993	800	265,770	168,505
Chico	771,530	287,587	779,856	2,426,572	1,398,515	127,223
Dominguez Hills	28,414	4,052	1,138,530	251,200	917,228	162,404
East Bay	352,308	1,100	646,300	533,105	248,030	58,010
Fresno	2,051,520	16,148	5,410,539	2,104,600	4,030,254	728,625
Fullerton	1,211,805	37,205	1,794,267	1,011,249	2,027,439	277,397
Humboldt	890,095	43,351	5,804,299	350,373	751,673	301,987
Long Beach	2,119,841	343,108	4,392,871	1,644,633	12,139,626	550,913
Los Angeles	371,255	2,910	1,625,844	1,273,690	1,748,925	462,802
Maritime Academy	95,748	13,199	75,465	9,000	1,620,958	75,651
Monterey Bay	4,791	15,816	1,176,658	443,860	396,842	75,767
Northridge	791,061	139,284	17,390,824	3,790,781	6,558,591	151,743
Pomona	749,569	73,939	1,828,124	655,773	1,198,664	700,569
Sacramento	466,550	8,850	4,021,422	507,204	1,430,766	383,408
San Bernardino	142,771	118,619	1,762,800	491,070	567,499	77,867
San Diego	3,241,701	220,424	19,024,986	6,176,599	15,007,314	6,353,594
San Francisco	520,483	330	1,066,807	2,597,987	2,066,169	1,169,105
San José	2,258,000	4,831	1,716,451	4,561,658	3,057,102	82,768
San Luis Obispo	3,521,634	1,131,816	8,683,070	1,424,429	13,036,825	353,695
San Marcos	40,070	1,600	439,944	251,750	1,401,474	144,513
Sonoma	649,776	3,142	1,644,461	2,256,273	612,548	781,710
Stanislaus	136,454	2,390	1,439,925	296,130	988,498	120,401
Chancellor's Office	0	0	1,944,385	147,744	209,000	113
Total	\$20,547,225	\$2,496,610	\$85,283,485	\$33,373,989	\$72,345,302	\$13,333,616

Charitable Gifts by Purpose

2003/2004 Fiscal Year

Chart V

	Current Operations		Campus Improvements: Property, Buildings and Equipment	Capital Purposes			Deferred Gifts
	Unrestricted	Restricted		Endowment		Loan Funds	
				Unrestricted	Restricted		
Bakersfield	\$104,091	\$1,010,345	\$165,287	\$1,000	\$147,081	\$0	\$15,000
Channel Islands	288,646	626,884	569,103	0	0	0	0
Chico	297,090	1,635,189	0	500	3,794,182	2,710	61,612
Dominguez Hills	508,692	993,136	1,000,000	0	0	0	0
East Bay	129,557	737,118	898,183	0	73,995	0	0
Fresno	456,100	7,764,986	3,389,100	600	2,731,500	0	0
Fullerton	180,358	4,224,502	974,708	0	944,194	0	35,000
Humboldt	607,238	7,217,048	0	0	317,261	231	130,000
Long Beach	1,411,677	18,536,805	469,886	80,127	562,497	0	0
Los Angeles	296,051	3,355,800	658,417	0	1,175,158	0	50,550
Maritime Academy	93,883	206,495	1,500,748	17,000	21,345	0	0
Monterey Bay	33,186	1,099,668	822,092	0	158,788	0	56,236
Northridge	153,067	5,218,283	19,922,404	0	3,472,294	0	0
Pomona	329,208	3,177,204	1,286,082	1,000	413,144	0	100,000
Sacramento	179,434	4,509,280	972,480	258	1,056,748	0	500,000
San Bernardino	470,670	1,362,618	426,047	0	401,291	0	812,434
San Diego	244,006	36,628,657	4,631,512	0	7,708,009	0	374,924
San Francisco	83,244	5,409,328	1,081,584	0	471,801	0	105,540
San José	377,484	7,440,848	2,714,146	0	1,042,792	0	219,015
San Luis Obispo	668,482	8,274,560	7,694,288	0	11,294,824	300	139,426
San Marcos	280,428	1,728,198	28,541	0	102,758	0	120,000
Sonoma	12,559	3,734,719	1,826,470	0	254,162	0	0
Stanislaus	107,058	1,582,624	249,392	5,000	1,039,724	0	0
Chancellor's Office	70,521	530,721	0	0	1,700,000	0	\$2,719,737
Total	\$7,382,730	\$127,005,016	\$51,280,470	\$105,485	\$38,883,548	\$3,241	

Charitable Gifts Comparison

Between Fiscal Years

2002/2003 and 2003/2004

Chart VI

Category	2002/2003	2003/2004	Difference	
			Amount	Percent
<i>Source of Support</i>				
Individuals				
Alumni	\$21,156,871	\$20,547,225	(\$609,646)	-2.9%
Parents	2,213,693	2,496,610	282,917	12.8%
Others	67,743,053	85,283,485	17,540,432	25.9%
Individuals Total	91,113,617	108,327,320	17,213,703	
Organizations				
Foundations	39,886,503	33,373,989	(6,512,514)	-16.3%
Corporations	82,286,297	72,345,302	(9,940,995)	-12.1%
Others	24,546,887	13,333,616	(11,213,271)	-45.7%
Organizations Total	\$146,719,687	\$119,052,907	(\$27,666,780)	
Source of Support Total	\$237,833,304	\$227,380,227	(\$10,453,077)	-4.4%
<i>Gift Purposes</i>				
Current Operations				
Unrestricted	\$7,784,515	\$7,382,730	(\$401,785)	-5.2%
Restricted	146,658,728	127,005,016	(19,653,712)	-13.4%
Current Operations Total	154,443,243	134,387,746	(20,055,497)	
Capital Purposes				
Property, Buildings and Equipment	36,619,696	51,280,470	14,660,774	40.0%
Endowment: Unrestricted	837,709	105,485	(732,224)	-87.4%
Endowment: Restricted	28,990,326	38,883,548	9,893,222	34.1%
Loan Funds	13,651	3,241	(10,410)	-76.3%
Capital Purposes Total	66,461,382	90,272,744	23,811,362	
Deferred Gifts	\$16,928,679	\$2,719,737	(\$14,208,942)	-83.9%
Gift Purposes Total	\$237,833,304	\$227,380,227	(\$10,453,077)	-4.4%

Endowment Market Values

Historical 2000 through 2004

Chart VII

	1999/00	2000/01	2001/02	2002/03	2003/04	2002/03-2003/04 Comparison	
						Amount	Percentage
Bakersfield	\$5,698,600	\$5,524,063	\$5,047,760	\$5,341,499	\$6,659,314	\$1,317,815	24.67%
Channel Islands	63,140	283,534	6,039,310	6,278,709	7,251,685	972,976	15.50%
Chico	34,027,000	36,041,586	31,600,718	32,273,703	40,948,659	8,674,956	26.88%
Dominguez Hills	2,597,220	2,758,635	3,188,675	3,192,337	4,372,964	1,180,627	36.98%
East Bay	5,440,020	4,883,447	3,959,091	4,122,370	5,220,747	1,098,377	26.64%
Fresno	56,598,400	60,038,051	61,968,349	65,263,146	75,961,298	10,698,152	16.39%
Fullerton	6,922,990	7,160,478	6,230,182	6,468,545	8,329,631	1,861,086	28.77%
Humboldt	11,634,166	11,817,244	10,174,133	12,228,715	11,588,553	(640,162)	-5.23%
Long Beach	16,959,000	18,662,251	19,737,754	19,081,132	25,756,266	6,675,134	34.98%
Los Angeles	9,250,860	10,734,751	8,913,456	9,287,787	10,890,180	1,602,393	17.25%
Maritime Academy	624,293	815,477	1,511,938	1,523,404	1,475,449	(47,955)	-3.15%
Monterey Bay	49,000	857,957	2,149,611	1,204,263	1,490,346	286,083	23.76%
Northridge	31,993,200	38,810,985	36,565,206	30,179,989	36,850,287	6,670,298	22.10%
Pomona	12,428,900	14,333,008	14,410,455	17,241,435	20,516,786	3,275,351	19.00%
Sacramento	9,415,280	9,860,250	9,928,869	12,693,475	13,775,830	1,082,355	8.53%
San Bernardino	7,407,790	8,920,302	7,505,058	7,917,430	9,125,615	1,208,185	15.26%
San Diego	61,073,200	64,709,301	73,971,717	76,678,958	94,517,802	17,838,844	23.26%
San Francisco	20,645,000	21,228,462	21,083,053	25,039,271	22,529,725	(2,509,546)	-10.02%
San José	28,390,000	25,855,808	31,665,731	26,604,126	34,213,068	7,608,942	28.60%
San Luis Obispo	62,525,000	72,093,206	83,995,443	102,054,526	123,954,441	21,899,915	21.46%
San Marcos	7,363,250	7,197,808	9,691,298	9,689,630	11,169,632	1,480,002	15.27%
Sonoma	25,906,200	27,074,833	27,872,820	33,220,099	41,023,527	7,803,428	23.49%
Stanislaus	2,529,530	2,768,819	3,820,837	5,440,936	6,843,150	1,402,214	25.77%
Chancellor's Office	1,208,210	3,341,751	5,443,318	5,650,123	6,945,516	1,295,393	22.93%
Total	\$420,750,249	\$455,772,007	\$486,474,782	\$518,675,608	\$621,410,471	\$102,734,863	21.12%

Alumni Data

2003/2004 Fiscal Year

Chart VIII

	Number of Addressable Alumni	Alumni Association Members		Total Number Members	Membership Dues Collected	Alumni Solicited	Alumni Donors	Total Alumni Contributions	Percentage of Alumni Contributions from Members
		Annual	Lifetime						
Bakersfield	21,265	1,102	172	1,274	\$11,020	10,968	1,283	\$130,384	64%
Channel Islands ¹	250	224	1	225	1,465	250	225	1,465	100%
Chico	95,456	1,816	292	2,108	86,634	95,456	6,812	746,389	21%
Dominguez Hills	48,000	99	405	504	9,200	48,000	294	28,414	21%
East Bay	80,223	957	1,103	2,060	35,755	48,606	1,716	352,308	12%
Fresno	145,557	3,108	2,078	5,186	228,790	20,605	3,074	2,051,520	89%
Fullerton	126,744	3,394	1,971	5,365	65,568	124,481	3,770	1,210,597	16%
Humboldt	41,589	619	2,703	3,322	32,735	38,257	1,923	890,095	9%
Long Beach ²	183,811	27,161	830	27,991	33,297	85,627	12,941	2,119,841	28%
Los Angeles	88,804	6,434	1,295	7,729	104,880	14,545	3,507	371,255	51%
Maritime Academy	3,379	474	207	681	23,700	3,318	257	57,603	89%
Monterey Bay	2,114	205	374	579	25,894	2,114	53	4,791	69%
Northridge	157,279	3,723	682	4,405	89,246	157,279	2,834	791,061	16%
Pomona	91,955	1,333	2,136	3,469	52,435	37,358	5,302	749,569	31%
Sacramento	146,332	2,300	2,172	4,472	84,115	139,112	3,322	466,550	27%
San Bernardino	42,097	2,525	551	3,076	46,015	8,575	1,455	142,771	100%
San Diego	155,440	9,578	2,987	12,565	450,913	64,710	6,590	3,241,701	33%
San Francisco	168,691	2,640	1,568	4,208	84,400	31,205	1,802	503,288	30%
San José	147,595	5,343	3,850	9,193	244,804	67,328	3,323	2,255,038	42%
San Luis Obispo	119,989	2,461	9,225	11,686	144,466	49,136	11,096	3,521,632	45%
San Marcos	10,898	645	0	645	17,535	2,411	258	40,070	39%
Sonoma	37,825	834	961	1,795	23,733	3,000	395	649,776	89%
Stanislaus	25,160	251	453	704	9,405	22,263	1,654	136,454	50%
Total	1,940,453	77,226	36,016	113,242	\$1,906,005	1,074,604	73,886	\$20,462,572	40%

¹ CSU Channel Islands admitted students in fall 2002.

² Regular members pay a one-time fee.

Note: Membership dues provide benefits to the member; therefore, dues collected are not included in charitable totals.