

## System Highlights

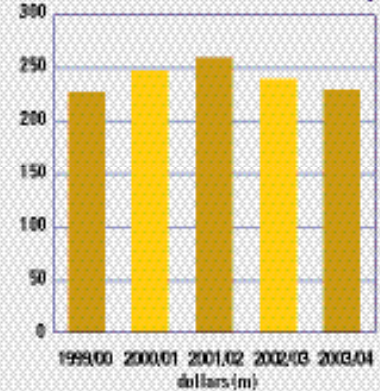
- External support, a combination of philanthropic support and grants and contracts revenue, reached nearly \$1.3 billion in 2003-2004. This external support represents more than \$3,000 per student.
- The CSU received private philanthropic support comparable to 11 percent of the general fund allocation from the state of California.
- Ninety-seven percent of all charitable gifts were designated by donors to support specific university and student needs.
- Giving from individuals surpassed \$108 million, with over \$85 million contributed by friends of the university. Alumni provided over \$20 million in support.
- More than 113,000 alumni have joined alumni associations as members. These association members contributed 40 percent of all charitable gifts received from alumni.
- The average cost to raise one dollar in the CSU system is 16 cents. For every dollar invested in CSU fundraising programs, the average return on investment is \$525.

Philanthropic Support 2003-2004	
New Pledges	\$65,527,696
New Gifts	191,320,154
Testamentary Commitments	26,760,641
<b>Total</b>	<b>\$283,608,491</b>

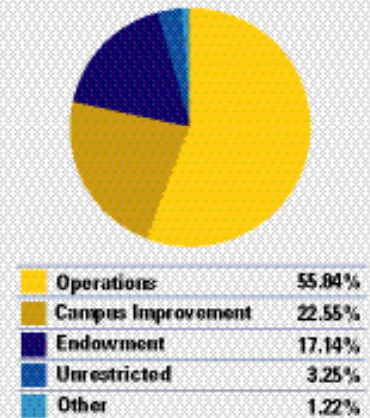
Grants and Contracts Revenue 2003-2004	
Federal	\$684,447,537
State and Local	279,015,549
Non-Governmental	91,409,007
<b>Total</b>	<b>\$1,054,872,093</b>

Charitable Gift Receipts	
New Gifts	\$191,320,154
Pledge Payments	36,060,073
<b>2003/04 Total</b>	<b>\$227,380,227</b>

Charitable Gifts: A 5-Year History



Charitable Gifts by Gift Disbursement



Charitable Gifts by Source of Gift

