

Philanthropic Productivity

Three Year History and Average

Chart I

	2002-2003 Total Gift Commitments	2003-2004 Total Gift Commitments	2004-2005 Total Gift Commitments	Three Year Average	2002-2003 Total Gift Receipts	2003-2004 Total Gift Receipts	2004-2005 Total Gift Receipts	Three Year Average
Bakersfield	\$2,003,596	\$1,292,853	\$5,623,030	\$2,973,160	\$1,747,994	\$1,442,804	\$2,209,129	\$1,799,976
Channel Islands	3,783,376	1,707,600	1,801,902	2,430,959	3,783,376	1,484,633	1,961,572	2,409,860
Chico	7,352,081	6,564,394	3,940,081	5,952,185	6,924,531	5,791,283	3,937,671	5,551,162
Dominguez Hills	10,071,279	2,531,837	2,511,648	5,038,254	9,776,654	2,501,828	2,447,721	4,908,734
East Bay	1,892,967	2,732,191	10,755,572	5,126,910	1,317,341	1,838,853	4,760,454	2,638,883
Fresno	18,675,542	17,620,986	13,152,200	16,482,909	22,426,465	14,341,686	15,621,000	17,463,050
Fullerton	5,092,546	9,371,534	9,218,195	7,894,092	4,925,196	6,359,362	7,514,544	6,266,367
Humboldt	10,175,673	5,558,768	4,544,939	6,759,793	2,016,858	8,141,778	4,343,720	4,834,119
Long Beach	30,810,014	33,095,242	25,028,235	29,644,497	25,526,889	21,190,992	18,169,097	21,628,993
Los Angeles	4,588,476	6,110,060	3,931,222	4,876,586	4,746,509	5,485,426	4,469,548	4,900,494
Maritime Academy	1,122,941	1,902,184	485,378	1,170,168	1,124,531	1,890,021	495,478	1,170,010
Monterey Bay	2,364,394	7,812,541	2,989,430	4,388,788	2,591,648	2,113,734	6,312,822	3,672,735
Northridge	24,853,073	25,804,322	16,109,656	22,255,684	18,849,318	28,822,284	15,338,959	21,003,520
Pomona	13,028,915	5,060,541	9,689,766	9,259,741	12,928,743	5,206,638	7,917,392	8,684,258
Sacramento	14,736,292	7,699,000	7,288,263	9,907,852	12,587,492	6,818,200	6,480,763	8,628,818
San Bernardino	5,346,926	3,962,248	4,808,970	4,706,048	5,420,830	3,160,626	2,669,884	3,750,447
San Diego	60,947,884	63,353,269	57,402,705	60,567,953	43,372,743	50,024,618	49,156,832	47,518,064
San Francisco	12,618,765	17,295,739	20,222,125	16,712,210	10,497,178	7,420,881	13,974,880	10,630,980
San José	12,304,605	11,773,646	25,200,599	16,426,283	10,855,527	11,680,810	10,438,099	10,991,479
San Luis Obispo	37,460,957	32,530,047	38,924,924	36,305,309	21,052,479	28,151,469	24,696,440	24,633,463
San Marcos	4,724,800	2,258,325	6,816,078	4,599,734	3,516,710	2,279,351	1,723,107	2,506,389
Sonoma	13,888,084	13,319,131	10,592,715	12,599,977	6,127,358	5,947,910	16,085,357	9,386,875
Stanislaus	3,305,856	1,950,791	2,472,859	2,576,502	4,714,805	2,983,798	2,392,601	3,363,735
Chancellor's Office	1,002,129	2,301,242	1,637,220	1,646,864	1,002,129	2,301,242	637,220	1,313,530
Total	\$302,151,171	\$283,608,491	\$285,147,712	\$290,302,458	\$237,833,304	\$227,380,227	\$223,754,290	\$229,655,940

Gift commitments includes new gifts, new pledges and testamentary commitments. Gift receipts reflects assets received by the university in the form of new gifts and pledge payments.

Grants and Contracts Revenue, Non-Capital

2004/2005 Fiscal Year

Chart II

	Federal	State and Local	Non-Governmental	Total Grants and Contract Revenue
Bakersfield	\$14,886,469	\$5,967,061	\$2,433,292	\$23,286,822
Channel Islands	1,676,473	2,296,325	0	3,972,798
Chico	29,605,130	10,613,101	5,608,306	45,826,537
Dominguez Hills	19,716,082	10,086,147	1,086,202	30,888,431
East Bay	17,194,373	3,343,417	1,473,733	22,011,523
Fresno	38,555,495	20,874,724	4,105,587	63,535,806
Fullerton	29,531,526	16,523,686	2,212,337	48,267,549
Humboldt	13,576,403	5,820,819	2,039,597	21,436,819
Long Beach	48,933,641	16,935,619	4,109,029	69,978,289
Los Angeles	47,453,029	13,076,405	772,146	61,301,580
Maritime Academy	529,691	413,371	208,723	1,151,785
Monterey Bay	15,331,631	5,134,251	783,628	21,249,510
Northridge	52,222,922	20,759,978	5,312,358	78,295,258
Pomona	27,006,357	11,622,995	4,758,380	43,387,732
Sacramento	37,230,036	39,753,135	4,399,667	81,382,838
San Bernardino	25,947,257	13,652,220	6,844,927	46,444,404
San Diego	105,611,105	27,498,753	24,758,443	157,868,301
San Francisco	66,881,275	19,140,784	5,368,531	91,390,590
San José	45,303,967	19,642,626	5,332,111	70,278,704
San Luis Obispo	18,238,528	10,571,060	2,725,165	31,534,753
San Marcos	10,651,691	2,702,779	309,952	13,664,422
Sonoma	23,481,755	13,306,981	2,628,689	39,417,425
Stanislaus	12,375,806	4,770,057	214,590	17,360,453
Chancellor's Office	0	0	0	0
Total	\$701,940,642	\$294,506,294	\$87,485,393	\$1,083,932,329

Revised 2/01/2006

Charitable Gifts

2004/2005 Fiscal Year Campus Detail
Chart III

	New Charitable Gifts	Indian and Local Government Contributions	New Pledges	Testamentary Commitments	Total Gift Commitments	2004/05 General Fund	Gift Commitments as a Percent of the General Fund
GROUP I							
Bakersfield	\$1,997,292	\$0	\$225,738	\$3,400,000	\$5,623,030	\$51,035,500	11%
Channel Islands	1,742,366	0	59,536	0	1,801,902	27,288,800	7%
Dominguez Hills	1,397,683	0	1,113,965	0	2,511,648	62,098,700	4%
East Bay	2,966,470	0	5,239,102	2,550,000	10,755,572	75,988,500	14%
Humboldt	3,916,898	4,690	623,351	0	4,544,939	63,111,006	7%
Maritime Academy	472,878	0	12,500	0	485,378	13,513,900	4%
Monterey Bay	2,769,233	0	220,197	0	2,989,430	43,933,700	7%
San Bernardino	2,231,827	1,303,247	1,273,896	0	4,808,970	84,281,900	6%
Stanislaus	2,392,601	0	80,258	0	2,472,859	50,341,300	5%
						Group I Average	7%
GROUP II							
Chico	3,937,671	2,410	0	0	3,940,081	100,091,800	4%
Fullerton	6,421,409	0	2,796,786	0	9,218,195	140,743,400	7%
Los Angeles	3,098,043	0	733,179	100,000	3,931,222	109,090,700	4%
Northridge	12,609,382	0	3,450,274	50,000	16,109,656	155,968,500	10%
Pomona	7,917,403	0	361,363	1,411,000	9,689,766	120,544,300	8%
Sacramento	6,480,763	0	707,500	100,000	7,288,263	137,791,500	5%
San Francisco	11,459,001	0	8,763,124	0	20,222,125	133,046,400	15%
San José	10,438,099	0	5,612,500	9,150,000	25,200,599	141,297,000	18%
San Marcos	1,098,678	0	5,717,400	0	6,816,078	50,618,800	13%
Sonoma	5,052,752	1,025,000	1,285,068	3,229,895	10,592,715	50,478,074	21%
						Group II Average	11%
GROUP III							
Fresno	13,151,900	300	0	0	13,152,200	125,375,100	10%
Long Beach	17,503,472	0	2,445,000	5,079,763	25,028,235	165,823,900	15%
San Diego	39,742,688	121,850	12,748,167	4,790,000	57,402,705	178,713,300	32%
San Luis Obispo	14,499,107	0	11,404,954	13,020,863	38,924,924	120,737,300	32%
						Group III Average	22%
Chancellor's Office	637,220	0	0	1,000,000	1,637,220	Systemwide Average	11%

Charitable Gifts Receipts by Source

2004/2005 Fiscal Year

Chart IV

	Individuals			Organizations			Gift Receipts Total	Total Number Individual Donors
	Alumni	Parents	Other Individuals	Foundations	Corporations	Other Organizations		
Bakersfield	\$135,966	\$24,589	\$558,061	\$276,657	\$1,205,507	\$8,349	\$2,209,129	2,373
Chanel Islands	2,420	1,067	1,442,735	102,000	313,683	99,667	1,961,572	498
Chico	1,060,310	298,649	1,005,585	158,805	1,269,323	144,999	3,937,671	15,023
Dominguez Hills	45,138	258	1,137,221	126,925	1,075,102	63,077	2,447,721	385
East Bay	402,609	1,651	304,118	2,567,982	1,428,382	55,712	4,760,454	1,830
Fresno	4,190,600	21,400	4,939,800	1,770,100	3,557,300	1,141,800	15,621,000	7,703
Fullerton	2,674,384	71,793	1,887,369	884,599	1,691,153	305,246	7,514,544	7,360
Humboldt	256,778	156,370	2,769,284	151,399	257,040	752,849	4,343,720	4,353
Long Beach	4,417,809	309,983	4,605,122	2,849,534	5,354,487	632,162	18,169,097	17,988
Los Angeles	364,860	2,723	380,925	1,737,509	1,323,563	659,948	4,469,548	4,856
Maritime Academy	106,250	28,633	155,217	14,750	128,270	62,358	495,478	669
Monterey Bay	5,355	16,973	3,322,310	501,191	2,324,134	142,859	6,312,822	3,818
Northridge	1,433,016	104,134	1,031,498	10,310,516	2,185,430	274,365	15,338,959	8,697
Pomona	2,209,063	80,120	3,098,337	583,325	1,408,035	538,512	7,917,392	7,674
Sacramento	456,640	9,320	4,353,268	421,381	953,240	286,914	6,480,763	27,785
San Bernardino	181,255	21,723	1,167,594	595,324	665,671	38,317	2,669,884	2,469
San Diego	4,690,886	256,439	12,103,077	11,363,696	14,340,230	6,402,504	49,156,832	64,824
San Francisco	3,563,561	320	1,189,522	7,519,333	1,303,542	398,602	13,974,880	2,148
San José	1,768,860	73,664	1,266,180	3,951,762	3,228,679	148,954	10,438,099	6,706
San Luis Obispo	9,210,874	953,369	3,605,592	2,206,882	8,257,143	462,580	24,696,440	17,989
San Marcos	46,198	1,250	378,213	457,910	816,245	23,291	1,723,107	582
Sonoma	173,978	2,393	12,308,250	2,027,414	889,024	684,298	16,085,357	2,746
Stanislaus	100,343	2,270	692,231	498,843	950,119	148,795	2,392,601	2,003
Chancellor's Office	0	0	251,990	51,500	333,500	230	637,220	9
Total	\$37,497,153	\$2,439,091	\$63,953,499	\$51,129,337	\$55,258,822	\$13,476,388	\$223,754,290	210,488

Number of Individual Donors includes alumni, parents, faculty, staff and friends of the university. The number does not include foundations, corporations and other organizations.

Charitable Gifts Receipts by Purpose

2004/2005 Fiscal Year

Chart V

	Current Operations		Capital Purposes				Deferred Gifts		Gift Receipts Total
	Unrestricted	Restricted	Campus Improvements: Property, Buildings and Equipment	Endowment		Loan Funds			
				Unrestricted	Restricted				
Bakersfield	\$145,190	\$1,610,973	\$178,991	\$1,000	\$272,975	\$0	\$0	\$2,209,129	
Chanel Islands	408,655	636,014	741,890	600	174,413	0	0	1,961,572	
Chico	264,457	1,582,696	0	5,664	2,083,769	1,085	0	3,937,671	
Dominguez Hills	259,836	1,110,156	1,065,229	0	12,500	0	0	2,447,721	
East Bay	102,013	2,243,764	2,367,750	0	46,927	0	0	4,760,454	
Fresno	117,300	9,275,400	1,497,200	0	3,706,100	0	1,025,000	15,621,000	
Fullerton	250,307	4,226,613	1,883,516	0	992,370	0	161,738	7,514,544	
Humboldt	124,483	2,983,102	50	10,000	1,225,540	545	0	4,343,720	
Long Beach	1,120,574	10,839,252	1,822,782	0	1,196,693	0	3,189,796	18,169,097	
Los Angeles	313,596	3,587,689	219,800	0	348,463	0	0	4,469,548	
Maritime Academy	177,266	274,257	22,000	0	21,955	0	0	495,478	
Monterey Bay	40,238	1,328,537	3,972,458	0	971,589	0	0	6,312,822	
Northridge	169,449	5,361,417	679,679	0	9,128,414	0	0	15,338,959	
Pomona	371,452	3,599,284	1,293,220	300	2,653,136	0	0	7,917,392	
Sacramento	130,890	4,918,934	276,684	2,000	1,097,255	0	55,000	6,480,763	
San Bernardino	22,272	1,668,864	452,851	0	515,096	10,801	0	2,669,884	
San Diego	55,850	42,571,727	139,611	0	3,990,329	0	2,399,315	49,156,832	
San Francisco	88,512	6,341,499	304,130	0	6,533,239	0	707,500	13,974,880	
San José	360,575	7,439,698	1,000,100	311,090	10,031	1,216,605	100,000	10,438,099	
San Luis Obispo	690,931	8,138,188	10,825,092	0	4,821,918	275	220,036	24,696,440	
San Marcos	117,445	1,546,354	2,686	0	56,622	0	0	1,723,107	
Sonoma	20,902	5,212,391	8,990,472	0	1,786,592	0	75,000	16,085,357	
Stanislaus	111,068	1,927,192	111,064	0	243,277	0	0	2,392,601	
Chancellor's Office	169,618	467,602	0	0	0	0	0	637,220	
Total	\$5,632,879	\$128,891,603	\$37,847,255	\$330,654	\$41,889,203	\$1,229,311	\$7,933,385	\$223,754,290	

Charitable Gifts Comparison

Between Fiscal Years
2002/2003 and 2004/2005
Chart VI

Category	2002/2003	2003/2004	2004/2005
<i>Source of Support</i>			
Individuals			
Alumni	\$21,156,871	\$20,547,225	\$37,497,153
Parents	2,213,693	2,496,610	2,439,091
Others	67,743,053	85,283,485	63,953,499
Individuals Total	\$91,113,617	\$108,327,320	\$103,889,743
<i>Organizations</i>			
Foundations	39,886,503	33,373,989	51,129,337
Corporations	82,286,297	72,345,302	55,258,822
Others	24,546,887	13,333,616	13,476,388
Organizations Total	\$146,719,687	\$119,052,907	\$119,864,547
Source of Support Total	\$237,833,304	\$227,380,227	\$223,754,290
<i>Gift Purposes</i>			
<i>Current Operations</i>			
Unrestricted	7,784,515	7,382,730	5,632,879
Restricted	146,658,728	127,005,016	128,891,603
Current Operations Total	\$154,443,243	\$134,387,746	\$134,524,482
<i>Capital Purposes</i>			
Property, Buildings and Equipment	36,619,696	51,280,470	37,847,255
Endowment: Unrestricted	837,709	105,485	330,654
Endowment: Restricted	28,990,326	38,883,548	41,889,203
Loan Funds	13,651	3,241	1,229,311
Capital Purposes Total	66,461,382	90,272,744	81,296,423
Deferred Gifts	\$16,928,679	\$2,719,737	\$7,933,385
Gift Purposes Total	\$237,833,304	\$227,380,227	\$223,754,290

Endowment

Three Year Market Value
Chart VII

	2002/03	2003/04	2004/05	2003/04-2004/05 Comparison		2004/05
	Market Value	Market Value	Market Value	Amount	Percentage	Total Investment Return Rate
Bakersfield	\$5,341,499	\$6,659,314	\$7,293,000	\$633,686	9.52%	8.25%
Channel Islands	6,278,709	7,251,685	7,648,602	396,917	5.47%	7.40%
Chico	21,933,125	27,399,394	29,579,432	2,180,038	7.96%	8.76%
Dominguez Hills	3,192,337	4,372,964	5,060,371	687,407	15.72%	10.00%
East Bay	4,122,370	5,443,216	5,658,617	215,401	3.96%	8.48%
Fresno	73,742,000	86,492,000	94,485,000	7,993,000	9.24%	5.00%
Fullerton	6,468,545	8,329,631	9,828,444	1,498,813	17.99%	6.07%
Humboldt	12,228,715	11,588,553	12,663,531	1,074,978	9.28%	3.65%
Long Beach	19,081,132	25,756,266	27,880,580	2,124,314	8.25%	7.82%
Los Angeles	9,287,787	10,089,180	10,836,406	747,226	7.41%	11.78%
Maritime Academy	1,523,404	1,475,449	1,594,189	118,740	8.05%	4.63%
Monterey Bay	1,204,263	1,490,346	3,240,222	1,749,876	117.41%	2.04%
Northridge	30,179,989	36,850,287	47,364,888	10,514,601	28.53%	8.10%
Pomona	17,241,435	20,516,786	23,606,561	3,089,775	15.06%	3.50%
Sacramento	12,693,475	13,775,830	15,525,000	1,749,170	12.70%	3.10%
San Bernardino	7,917,430	9,125,615	10,288,284	1,162,669	12.74%	6.23%
San Diego	76,678,958	94,517,802	99,628,917	5,111,115	5.41%	11.54%
San Francisco	21,911,909	22,529,725	31,340,913	8,811,188	39.11%	6.90%
San José	27,324,000	30,933,000	35,126,000	4,193,000	13.56%	12.00%
San Luis Obispo	102,054,526	123,954,441	148,861,122	24,906,681	20.09%	16.57%
San Marcos	7,319,000	7,954,000	8,195,000	241,000	3.03%	7.40%
Sonoma	21,270,000	25,270,646	27,516,572	2,245,926	8.89%	5.92%
Stanislaus	5,440,936	6,843,150	7,680,284	837,134	12.23%	7.87%
Chancellor's Office	5,650,123	6,945,516	7,222,790	277,274	3.99%	6.00%
Total	\$500,085,667	\$595,564,796	\$678,124,725	\$82,559,929	13.86%	6.77%

Note 1: The year-end market value factors in growth from gifts, and reductions due to expenditures and withdrawals, as well as investment returns.

Note 2: The increase in endowment market value for CSU Monterey Bay includes the realization of a \$677,806 bequest from 2002/03.

Alumni Data

2004/2005 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	Total Contributions from Alumni Association Members
		Annual	Lifetime							
Bakersfield	22,522	1,073	163	1,236	\$10,730	11,153	1,228	\$135,966	105%	\$142,491
Channel Islands	551	385	13	398	4,790	551	105	2,420	81%	1,965
Chico	116,133	3,116	401	3,517	122,119	116,133	6,100	1,060,310	90%	953,056
Dominguez Hills	61,466	225	478	703	10,440	10,000	189	45,138	18%	8,155
East Bay	87,590	835	1,881	2,716	36,533	51,607	1,322	402,609	14%	56,806
Fresno	141,647	4,415	1,848	6,263	188,048	44,834	3,665	4,190,600	44%	1,826,500
Fullerton	137,164	3,783	2,045	5,828	64,902	127,163	4,925	2,674,384	53%	1,404,980
Humboldt	43,592	814	2,706	3,520	34,835	36,154	1,892	256,778	38%	98,409
Long Beach	195,392	27,595	820	28,415	40,113	100,216	12,393	4,417,809	72%	3,172,656
Los Angeles	107,426	5,672	1,350	7,022	126,732	14,662	3,879	364,860	44%	161,797
Maritime Academy	3,543	393	232	625	22,710	3,212	358	106,250	52%	54,784
Monterey Bay	2,618	249	502	751	34,275	2,618	53	5,355	62%	3,294
Northridge	169,807	4,744	723	5,467	222,703	145,000	3,010	1,433,016	20%	282,762
Pomona	95,241	1,255	2,099	3,354	56,110	28,053	5,634	2,209,065	71%	1,565,041
Sacramento	146,332	2,320	2,212	4,532	108,379	139,112	3,322	456,640	43%	197,791
San Bernardino	52,131	2,540	576	3,116	53,620	9,761	1,517	181,255	28%	50,104
San Diego	186,139	6,779	3,489	10,268	389,567	65,870	7,203	4,690,886	42%	1,974,912
San Francisco	220,290	2,333	1,578	3,911	55,450	44,160	1,031	3,563,561	30%	1,076,054
San José	147,398	5,361	4,048	9,409	219,772	116,956	4,054	1,768,860	66%	1,160,060
San Luis Obispo	123,926	2,715	9,385	12,100	148,156	63,214	10,136	9,210,874	78%	7,229,062
San Marcos	15,216	640	3	643	18,878	12,044	265	46,198	71%	32,714
Sonoma	38,812	753	979	1,732	21,310	873	468	173,978	54%	94,640
Stanislaus	36,954	285	455	740	10,260	21,677	1,244	100,343	10%	10,260
Total	2,151,890	78,280	37,986	116,266	\$2,000,432	1,165,023	73,993	\$37,497,153	57%	\$21,494,719

Alumni Association members may include friends of the university that are not officially alumni. Therefore, it is possible for contributions from Alumni Association members to exceed gifts from alumni.

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