

Philanthropic Productivity

Three Year History and Average

Chart I

	2003-2004 Total Gift Commitments	2004-2005 Total Gift Commitments	2005-2006 Total Gift Commitments	Three Year Average	2003-2004 Total Gift Receipts	2004-2005 Total Gift Receipts	2005-2006 Total Gift Receipts	Three Year Average
Bakersfield	\$1,292,853	\$5,623,030	\$6,863,107	\$4,592,997	\$1,442,804	\$2,209,129	\$5,279,578	\$2,977,170
Channel Islands	1,707,600	1,801,902	5,688,588	3,066,030	1,484,633	1,961,572	2,765,296	2,070,500
Chico	6,564,394	3,940,081	9,193,401	6,565,959	5,791,283	3,937,671	8,561,401	6,096,785
Dominguez Hills	2,531,837	2,511,648	1,247,093	2,096,859	2,501,828	2,447,721	2,317,276	2,422,275
East Bay	2,732,191	10,755,572	3,230,478	5,572,747	1,838,853	4,760,454	5,160,699	3,920,002
Fresno	17,620,986	13,152,200	22,022,929	17,598,705	14,341,686	15,621,000	14,699,500	14,887,395
Fullerton	9,371,534	9,218,195	14,716,793	11,102,174	6,359,362	7,514,544	9,011,721	7,628,542
Humboldt	5,558,768	4,544,939	4,903,623	5,002,443	8,141,778	4,343,720	4,614,520	5,700,006
Long Beach	33,095,242	25,028,235	20,197,217	26,106,898	21,190,992	18,169,097	12,677,413	17,345,834
Los Angeles	6,110,060	3,931,222	4,130,216	4,723,833	5,485,426	4,469,548	4,287,235	4,747,403
Maritime Academy	1,902,184	485,378	1,058,757	1,148,773	1,890,021	495,478	723,257	1,036,252
Monterey Bay	7,812,541	2,989,430	2,452,201	4,418,057	2,113,734	6,312,822	3,242,857	3,889,804
Northridge	25,804,322	16,109,656	19,921,478	20,611,819	28,822,284	15,338,959	13,220,009	19,127,084
Pomona	5,060,541	9,689,766	6,439,296	7,063,201	5,206,638	7,917,392	6,359,796	6,494,609
Sacramento	7,699,000	7,288,263	16,239,897	10,409,053	6,818,200	6,480,763	9,638,233	7,645,732
San Bernardino	3,962,248	4,808,970	16,120,075	8,297,098	3,160,626	2,669,884	5,728,536	3,853,015
San Diego	63,353,269	57,402,705	47,794,347	56,183,440	50,024,618	49,156,832	48,940,809	49,374,086
San Francisco	17,295,739	20,222,125	8,380,135	15,299,333	7,420,881	13,974,880	5,849,087	9,081,616
San José	11,773,646	25,200,599	26,362,844	21,112,363	11,680,810	10,438,099	14,010,465	12,043,125
San Luis Obispo	32,530,047	38,924,924	30,313,833	33,922,935	28,151,469	24,696,440	23,414,839	25,420,916
San Marcos	2,258,325	6,816,078	5,004,778	4,693,060	2,279,351	1,723,107	5,513,920	3,172,126
Sonoma	13,319,131	10,592,715	9,432,424	11,114,757	5,947,910	16,085,357	6,095,751	9,376,339
Stanislaus	1,950,791	2,472,859	1,911,325	2,111,658	2,983,798	2,392,601	1,978,930	2,451,776
Chancellor's Office	2,301,242	1,637,220	1,947,308	1,961,923	2,301,242	637,220	1,847,308	1,595,257
Total	\$283,608,491	\$285,147,712	\$285,572,143	\$284,776,115	\$227,380,227	\$223,754,290	\$215,938,436	\$222,357,651

Gift commitments include 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

2005/2006 Fiscal Year

Chart II

	Federal	State and Local	Non-Governmental	Total Grants and Contract Revenue
Bakersfield	\$15,969,520	\$5,995,736	\$1,193,365	\$23,158,621
Channel Islands	2,108,482	1,391,278	0	3,499,760
Chico	30,335,187	10,771,829	5,430,202	46,537,218
Dominguez Hills	19,709,605	9,555,690	1,642,085	30,907,380
East Bay	18,486,762	4,322,961	2,631,030	25,440,753
Fresno	38,697,281	17,428,165	3,756,469	59,881,915
Fullerton	31,757,880	18,922,907	2,256,236	52,937,023
Humboldt	14,747,766	6,722,906	2,646,171	24,116,843
Long Beach	47,159,362	20,744,750	5,493,241	73,397,353
Los Angeles	47,017,187	12,547,356	2,952,206	62,516,749
Maritime Academy	832,457	543,386	60,415	1,436,258
Monterey Bay	10,307,222	5,218,032	642,017	16,167,271
Northridge	44,562,798	23,280,639	5,441,319	73,284,756
Pomona	27,472,812	12,515,638	5,914,050	45,902,500
Sacramento	35,619,668	44,062,916	3,773,487	83,456,071
San Bernardino	29,321,239	17,781,826	7,465,212	54,568,277
San Diego	101,130,451	28,669,510	22,316,600	152,116,561
San Francisco	68,761,945	20,737,222	2,701,854	92,201,021
San José	43,735,829	22,080,919	4,394,148	70,210,896
San Luis Obispo	17,626,256	9,115,042	2,980,345	29,721,643
San Marcos	10,545,144	2,235,844	2,925,883	15,706,871
Sonoma	26,013,741	8,125,861	2,666,577	36,806,179
Stanislaus	11,227,250	6,544,031	411,163	18,182,444
Chancellor's Office	0	0	0	0
Total	\$693,145,844	\$309,314,444	\$89,694,075	\$1,092,154,363

Charitable Gifts

2005/2006 Fiscal Year Campus Detail

Chart III

	New Charitable Gifts	Indian and Local Government Contributions	New Pledges	Testamentary Commitments	Total Gift Commitments	2005/06 General Fund	Gift Commitments as a Percent of the General Fund
GROUP I							
Bakersfield	\$4,725,903	\$0	\$2,137,204	0	\$6,863,107	\$54,567,280	13%
Channel Islands	\$2,346,867	0	3,341,721	0	5,688,588	29,884,210	19%
Dominguez Hills	\$1,236,028	0	11,065	0	1,247,093	66,973,470	2%
East Bay	\$1,913,428	0	448,050	869,000	3,230,478	81,509,700	4%
Humboldt	\$4,614,521	81,498	207,604	0	4,903,623	68,755,676	7%
Los Angeles	\$3,412,180	0	718,036	0	4,130,216	116,825,340	4%
Maritime Academy	\$710,757	0	23,000	325,000	1,058,757	14,351,400	7%
Monterey Bay	\$2,364,059	0	88,142	0	2,452,201	46,617,600	5%
San Bernardino	\$4,945,692	1,457,143	9,717,240	0	16,120,075	91,942,110	18%
San Marcos	\$4,974,778	0	30,000	0	5,004,778	54,364,480	9%
Stanislaus	\$1,860,056	0	51,269	0	1,911,325	53,683,980	4%
				GROUP I	\$52,610,241	\$679,475,246	8%
GROUP II							
Chico	\$8,561,401	0	\$405,000	\$227,000	\$9,193,401	\$107,406,300	9%
Fullerton	8,190,991	0	3,025,802	3,500,000	14,716,793	149,312,220	10%
Northridge	10,133,643	0	1,985,335	7,802,500	19,921,478	165,297,980	12%
Pomona	5,914,296	0	525,000	0	6,439,296	129,173,000	5%
Sacramento	9,435,733	0	5,559,164	1,245,000	16,239,897	148,849,500	11%
San Francisco	4,139,666	0	1,450,469	2,790,000	8,380,135	143,302,700	6%
San José	12,962,498	0	400,346	13,000,000	26,362,844	150,558,500	18%
Sonoma	3,725,496	0	5,506,928	200,000	9,432,424	54,301,344	17%
				GROUP II	\$110,686,268	\$1,048,201,544	11%
GROUP III							
Fresno	\$13,427,200	0	\$6,635,729	\$1,960,000	\$22,022,929	\$133,028,700	17%
Long Beach	12,251,913	0	1,249,812	6,695,492	20,197,217	177,735,040	11%
San Diego	41,395,777	2,437,250	3,353,512	607,808	47,794,347	192,540,150	25%
San Luis Obispo	18,562,455	0	8,244,925	3,506,453	30,313,833	129,995,900	23%
				GROUP III	\$120,328,326	\$633,299,790	19%
Chancellor's Office	\$1,847,308	0	\$100,000	0	\$1,947,308		
Systemwide	\$183,652,646	\$3,975,891	\$55,215,353	\$42,728,253	\$285,572,143	\$2,360,976,580	12%

Note: 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.

Charitable Gifts Receipts by Source

2005/2006 Fiscal Year

Chart IV

	Individuals			Organizations				Gift Receipts Total	Total Number Individual Donors
	Alumni	Parents	Other Individuals	Foundations	Corporations	Other Organizations			
Bakersfield	\$750,788	\$23,923	\$2,670,056	\$344,010	\$1,242,022	\$248,779	\$5,279,578	2,101	
Channel Islands	6,685	3,942	781,005	265,442	1,327,914	380,308	2,765,296	782	
Chico	1,666,063	307,648	4,640,932	898,140	854,900	193,718	8,561,401	14,410	
Dominguez Hills	30,954	5,320	1,380,757	196,892	692,187	11,166	2,317,276	704	
East Bay	577,601	1,391	309,863	3,247,053	786,819	237,972	5,160,699	1,865	
Fresno	2,665,600	20,500	5,629,100	512,600	4,261,900	1,609,800	14,699,500	7,097	
Fullerton	1,572,760	63,265	3,194,560	1,337,320	2,315,678	528,138	9,011,721	7,008	
Humboldt	689,062	20,328	2,359,900	362,248	237,966	945,016	4,614,520	4,024	
Long Beach	2,347,702	466,134	3,438,084	2,681,025	2,998,966	745,502	12,677,413	31,857	
Los Angeles	750,343	2,334	293,067	2,019,786	678,435	543,270	4,287,235	4,804	
Maritime Academy	108,575	15,920	373,028	4,000	163,826	57,908	723,257	512	
Monterey Bay	5,730	18,761	1,394,343	755,817	819,085	249,121	3,242,857	3,928	
Northridge	745,362	106,375	4,534,386	3,375,976	4,098,705	359,205	13,220,009	7,900	
Pomona	1,190,120	78,131	2,331,799	674,617	1,601,609	483,520	6,359,796	6,323	
Sacramento	379,724	9,211	4,789,592	2,185,613	2,057,092	217,001	9,638,233	29,511	
San Bernardino	177,247	91,119	3,404,322	774,256	1,210,574	71,018	5,728,536	2,437	
San Diego	6,623,836	306,902	15,516,065	11,533,963	10,752,784	4,207,259	48,940,809	65,010	
San Francisco	375,147	33,969	1,042,715	2,263,990	1,730,453	402,813	5,849,087	2,594	
San José	1,622,318	67,534	1,480,493	5,136,686	5,333,385	370,049	14,010,465	6,448	
San Luis Obispo	4,530,688	1,056,394	9,266,009	1,683,397	6,374,058	504,293	23,414,839	17,728	
San Marcos	29,822	1,150	4,476,384	200,550	772,670	33,344	5,513,920	411	
Sonoma	324,816	8,000	3,177,028	1,770,865	523,776	291,266	6,095,751	2,693	
Stanislaus	129,080	1,903	636,084	417,791	733,491	60,581	1,978,930	1,746	
Chancellor's Office	0	0	1,033,171	209,500	604,350	287	1,847,308	31	
Total	\$27,300,023	\$2,710,154	\$78,152,743	\$42,851,537	\$52,172,645	\$12,751,334	\$215,938,436	221,924	

Number of Individual Donors includes alumni, parents, faculty, staff and friends of the university.

Charitable Gifts Receipts by Purpose

2005/2006 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	\$104,061	\$2,358,656	\$106,137	\$9,678	\$2,701,046	0	0	\$5,279,578
Channel Islands	462,496	1,674,867	521,621	1,050	105,262	0	0	2,765,296
Chico	353,279	1,083,590	0	9,302	2,368,048	7,075	4,740,107	8,561,401
Dominguez Hills	9,760	1,232,478	1,075,038	0	0	0	0	2,317,276
East Bay	93,727	1,654,392	3,222,006	11,000	179,574	0	0	5,160,699
Fresno	196,500	10,516,800	1,117,100	2,100	2,832,000	0	35,000	14,699,500
Fullerton	217,775	4,913,561	943,964	0	2,756,841	0	179,580	9,011,721
Humboldt	63,412	3,546,319	200	0	1,004,464	125	0	4,614,520
Long Beach	1,057,045	8,760,525	921,518	0	1,678,325	0	\$260,000	12,677,413
Los Angeles	308,550	2,109,917	1,110,932	0	757,836	0	0	4,287,235
Maritime Academy	109,524	248,706	1,000	300,000	23,970	0	40,057	723,257
Monterey Bay	25,485	1,861,908	900,545	0	454,919	0	0	3,242,857
Northridge	83,807	7,424,602	1,213,427	0	2,398,173	0	2,100,000	13,220,009
Pomona	295,790	3,775,064	106,638	0	2,182,304	0	0	6,359,796
Sacramento	152,109	5,383,496	2,384,520	0	1,718,108	0	0	9,638,233
San Bernardino	25,600	2,262,532	678,165	0	587,239	0	2,175,000	5,728,536
San Diego	55,664	35,153,106	121,154	0	7,342,744	0	6,268,141	48,940,809
San Francisco	106,132	4,815,600	245,720	0	681,635	0	0	5,849,087
San José	1,107,901	10,161,864	741,313	300,867	545,364	1,053,156	100,000	14,010,465
San Luis Obispo	762,648	8,441,659	3,711,503	0	9,354,371	100	1,144,558	23,414,839
San Marcos	77,499	1,547,748	2,360,835	0	1,527,838	0	0	5,513,920
Sonoma	19,480	4,013,167	842,113	0	495,991	0	\$725,000	6,095,751
Stanislaus	71,651	1,664,150	66,879	0	176,250	0	0	1,978,930
Chancellor's Office	120,642	924,820	0	0	801,846	0	0	1,847,308
Total	\$5,880,537	\$125,529,527	\$22,392,328	\$633,997	\$42,674,148	\$1,060,456	\$17,767,443	\$215,938,436

Charitable Gifts Comparison

Between Fiscal Years
2003/2004 and 2005/2006
Chart VI

Category	2003/2004	2004/2005	2005/2006
<i>Source of Support</i>			
Individuals			
Alumni	\$20,547,225	\$37,497,153	\$27,300,023
Parents	2,496,610	2,439,091	2,710,154
Others	85,283,485	63,953,499	78,152,743
Individuals Total	\$108,327,320	\$103,889,743	\$108,162,920
<i>Organizations</i>			
Foundations	33,373,989	51,129,337	42,851,537
Corporations	72,345,302	55,258,822	52,172,645
Others	13,333,616	13,476,388	12,751,334
Organizations Total	\$119,052,907	\$119,864,547	\$107,775,516
Source of Support Total	\$227,380,227	\$223,754,290	\$215,938,436
<i>Gift Purposes</i>			
<i>Current Operations</i>			
Unrestricted	\$7,382,730	5,632,879	5,880,537
Restricted	\$127,005,016	\$128,891,603	\$125,529,527
Current Operations Total	\$134,387,746	\$134,524,482	\$131,410,064
<i>Capital Purposes</i>			
Property, Buildings and Equipment	\$51,280,470	\$37,847,255	\$22,392,328
Endowment: Unrestricted	\$105,485	330,654	633,997
Endowment: Restricted	\$38,883,548	41,889,203	42,674,148
Loan Funds	\$3,241	1,229,311	1,060,456
Capital Purposes Total	\$90,272,744	81,296,423	\$66,760,929
Deferred Gifts	\$2,719,737	\$7,933,385	\$17,767,443
Gift Purposes Total	\$227,380,227	\$223,754,290	\$215,938,436

Endowment

Three Year Market Value
Chart VII

	2003/04	2004/05	2005/06	2004/05-2005/06 Comparison		2005/06 Total	2005/06
	Market Value	Market Value	Market Value	Amount	Percentage	Investment Return Rate	Endowment Distribution
Bakersfield	\$6,659,314	\$7,293,000	\$10,318,028	\$3,025,028	41.48%	8.15%	\$369,099
Channel Islands	7,251,685	7,648,602	10,032,000	2,383,398	31.16%	10.70%	341,000
Chico	27,399,394	29,579,432	30,840,000	1,260,568	4.26%	11.80%	1,161,000
Dominguez Hills	4,372,964	5,060,371	5,959,629	899,258	17.77%	12.85%	266,830
East Bay	5,443,216	5,658,617	6,132,606	473,989	8.38%	8.94%	195,438
Fresno	86,492,000	94,485,000	100,391,000	5,906,000	6.25%	8.60%	5,194,775
Fullerton	8,329,631	9,828,444	13,377,000	3,548,556	36.10%	7.52%	235,920
Humboldt	11,588,553	12,663,531	16,083,418	3,419,887	27.01%	9.30%	270,859
Long Beach	25,756,266	27,880,580	31,512,977	3,632,397	13.03%	8.97%	1,338,771
Los Angeles	10,089,180	10,836,406	15,613,315	4,776,909	44.08%	8.07%	623,795
Maritime Academy	1,475,449	1,594,189	1,730,404	136,215	8.54%	2.00%	51,000
Monterey Bay	1,490,346	3,240,222	3,832,510	592,288	18.28%	1.80%	29,302
Northridge	36,850,287	47,364,888	52,663,000	5,298,112	11.19%	10.78%	1,502,000
Pomona	20,516,786	23,606,561	27,403,799	3,797,238	16.09%	6.49%	290,967
Sacramento	13,775,830	15,154,000	16,353,318	1,199,318	7.91%	4.55%	522,074
San Bernardino	9,125,615	10,288,284	11,143,074	854,790	8.31%	5.75%	311,600
San Diego	80,460,802	83,425,000	97,988,000	14,563,000	17.46%	12.32%	3,723,000
San Francisco	22,529,725	31,340,913	31,543,490	202,577	0.65%	5.22%	397,701
San José	30,933,000	35,126,000	39,157,000	4,031,000	11.48%	9.12%	1,674,000
San Luis Obispo	123,954,441	148,861,122	164,822,000	15,960,878	10.72%	13.11%	5,479,800
San Marcos	7,954,000	10,184,000	11,727,000	1,543,000	15.15%	7.17%	352,645
Sonoma	25,270,646	28,511,000	31,284,000	2,773,000	9.73%	10.02%	884,125
Stanislaus	6,843,150	7,680,284	7,837,282	156,998	2.04%	5.30%	207,127
Chancellor's Office	6,945,516	7,222,790	8,533,205	1,310,415	18.14%	7.48%	130,000
Total	\$581,507,796	\$664,533,236	\$746,278,055	\$81,744,819	12.30%	10.04%	\$25,552,828

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

Note 2: Beginning in 2005/06, each campus participated in the National Association of College and University Business Officers (NACUBO) Endowment Survey. To conform with NACUBO's reporting standards, prior year endowment market values have been adjusted for the following campuses: East Bay, Sacramento, San Diego, San Marcos and Sonoma.

Alumni Data

2005/2006 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	23,047	1,090	182	1,272	\$10,900	13,331	1,150	\$750,788	99%	\$739,660
Channel Islands	1,307	288	5	293	5,859	1,317	311	6,685	100%	6,685
Chico	115,239	3,157	491	3,648	165,172	115,246	5,894	1,666,063	14%	228,091
Dominguez Hills	57,586	770	361	1,131	7,270	10,000	329	30,954	11%	3,343
East Bay	73,130	1,293	1,311	2,604	34,067	52,456	1,261	577,601	9%	53,656
Fresno	160,059	5,054	1,768	6,822	175,828	64,627	2,853	2,665,600	45%	1,197,800
Fullerton	149,467	2,688	2,087	4,775	78,097	100,906	4,681	1,572,760	25%	388,568
Humboldt	44,568	774	2,737	3,511	41,720	39,347	1,976	689,062	20%	138,862
Long Beach	199,858	29,714	814	30,528	56,058	77,489	11,059	2,347,702	25%	579,971
Los Angeles	105,206	6,327	1,435	7,762	114,505	17,267	3,754	750,343	17%	123,922
Maritime Academy	3,501	296	216	512	21,110	3,122	276	108,575	75%	81,751
Monterey Bay	3,445	252	647	899	35,635	2,739	67	5,730	72%	4,142
Northridge	184,626	3,145	764	3,909	114,420	143,513	2,956	745,362	43%	323,250
Pomona	100,706	1,268	1,920	3,188	39,060	21,142	4,534	1,190,120	54%	637,316
Sacramento	157,259	2,496	2,255	4,751	103,370	25,000	2,801	379,724	37%	142,183
San Bernardino	53,070	2,476	611	3,087	53,525	10,291	1,290	177,247	43%	76,610
San Diego	186,397	5,131	3,804	8,935	334,450	84,091	7,392	6,623,836	34%	2,254,936
San Francisco	219,543	1,810	1,591	3,401	0	1,623	1,150	375,147	19%	72,422
San José	196,010	6,919	4,296	11,215	285,992	196,010	4,065	1,622,318	53%	865,337
San Luis Obispo	127,399	3,327	9,520	12,847	185,823	64,799	9,062	4,530,688	58%	2,605,197
San Marcos	14,402	764	34	798	25,503	130	65	29,822	57%	16,979
Sonoma	38,932	521	1,037	1,558	21,708	382	382	324,816	87%	283,453
Stanislaus	35,944	890	481	1,371	54,746	20,632	1,196	129,080	26%	33,301
Total	2,250,701	80,450	38,367	118,817	\$1,964,818	1,065,460	68,504	\$27,300,023	40%	\$10,857,435

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.