

AGENDA

COMMITTEE ON INSTITUTIONAL ADVANCEMENT

Meeting: 4:00 p.m., Tuesday, January 23, 2007
Glenn S. Dumke Auditorium

Carol R. Chandler, Chair
Craig R. Smith, Vice Chair
Jeffrey L. Bleich
Debra S. Farar
Kenneth Fong
Raymond W. Holdsworth
Andrew LaFlamme
A. Robert Linscheid
Lou Monville
Craig R. Smith
Glen O. Toney
Kyriakos Tsakopoulos

Consent Item

Approval of Meeting Minutes of November 14, 2006

Discussion Items

1. Donor Commendation – Humboldt State University, *Action*
2. Naming of an Academic Entity — California State University, Fresno, *Action*
3. Approval of the 2005-2006 Annual Report on External Support to the California State University, *Action*
4. Advancement Update, *Information*

**MINUTES OF THE MEETING OF
COMMITTEE ON INSTITUTIONAL ADVANCEMENT
Office of the Chancellor
Glenn S. Dumke Auditorium
401 Golden Shore
Long Beach, California**

November 14, 2006

Members Present

Carol R. Chandler, Chair
Craig R. Smith, Vice Chair
Roberta Achtenberg, Chair of the Board
Jeffrey L. Bleich
Debra S. Farar
Kenneth Fong
Ray Holdsworth
Andrew LaFlamme
A. Robert Linscheid
Charles B. Reed, Chancellor
Craig R. Smith

Approval of Minutes

The minutes of September 19, 2006 were approved.

Naming of a Property – California State University, Fullerton *Action*

Chair Chandler asked Mr. West to present the request to name the new campus street at the South East side of California State University, Fullerton as Folino Drive.

Mr. West stated that the naming recognizes a \$1 million gift commitment made in 2002 by Mr. Paul F. Folino. Since that time, Mr. Folino has increased his commitment by donating \$125,000 to the City of Fullerton for the purpose of funding the new entrance to the university. Mr. West noted that Mr. Folino is a founding member of the CSU Fullerton College of Business Dean's Advisory Board and Vice Chairman of the Campaign for the College of Business and Economics.

President Gordon stated that in terms of philanthropy in Orange County, Paul Folino is a household name. When asked to help by giving \$100,000 to the campus, Mr. Folino suggested donating \$1 million instead. More than the money, Mr. Folino's time, energy, and leadership over the last four years have helped the Campaign for the College of Business and Economics grow. President Gordon informed the Board that tomorrow Mr. Folino will be receiving the

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Spirit of Philanthropy Lifetime Achievement Award from the Association of Fundraising Professionals.

The committee recommended approval of the proposed resolution (RIA 11-06-15).

Chancellor Reed noted that the university is extremely grateful for all of Mr. Folino's support and appreciates everything he does for the students. Mr. Folino thanked the trustees for their recognition and President Gordon and Dean Anil Puri for the naming opportunity. He noted that it has been a joy to work with the campus.

Chancellor Reed presented Mr. Folino with a token of the university's gratitude in recognition of his visionary leadership.

Naming of a Facility – California Polytechnic State University, San Luis Obispo, *Action*

Chair Chandler asked Mr. West to present the request to name the Building C lecture hall of the Construction Management Building Complex at California Polytechnic State University, San Luis Obispo as the Harriet and Charles Luckman Hall.

Mr. West stated that Harriet and Charles Luckman gifted 397 acres, known as the Stubbe Canyon property, to the Cal Poly Foundation in 1984. At the time of receipt, the property was appraised at \$1 million, making it the largest private contribution the College of Architecture and Environmental Design had received up to that time. Mr. Luckman was instrumental in the creation of a five-year professional degree program in architecture at Cal Poly, as well as securing the department's accreditation. He became known as the "Father" of the College of Architecture and Environmental Design.

President Baker acknowledged that Mr. Luckman was an extraordinary role model. He graduated during the Depression, and unable to get a job, sold soap door-to-door. He later became an architect, innovatively constructing the first building on Park Avenue in New York without a first floor. His book, Twice in a Lifetime, outlines these two careers, in business and architecture. He was a founding member of the CSU Board of Trustees and served for 23 years. President Baker said that he is delighted to have such a prominent structure on campus that will have the Luckman's name attached to it.

The committee recommended approval of the proposed resolution (RIA 11-06-13).

Naming of a Facility – California State University, Stanislaus, *Action*

Chair Chandler asked Mr. West to present the request to name Science II Building at California State University, Stanislaus as the Nora & Hashem Naraghi Hall of Science. Mr. West stated that the naming recognizes the \$2 million contribution by the Hashem Naraghi Trust to California State University, Stanislaus to support numerous campus initiatives at the discretion

of the President. Hashem Naraghi was a pioneer in egg and almond production, a real estate developer, and one of the founding directors of AFLAC. Nora Naraghi was a writer, a devoted mother, a community activist, and a staunch supporter of the arts. Both are deceased and their children have faithfully carried out their wishes by making this donation to the university.

President Shirvani proclaimed that this is a great moment for the university and for him personally. He noted that this naming is a symbol of the Naraghi's tremendous generosity and sense of community.

The committee recommended approval of the proposed resolution (RIA 11-06-14).

Chancellor Reed reflected upon his introduction to Mr. and Mrs. Naraghi when he first visited CSU Stanislaus and noted how kind they were to him. He expressed pride in what the family members have done for this institution, building a science center that will be there forever to carry their mother and father's name.

President Shirvani introduced the family members to the board: Wendell Naraghi and Peggy Naraghi, Sharon Naraghi (class of '79) and Bill Eckard, Margaret Naraghi-Quattrin, Victor Quattrin, and Noel Naraghi-Quattrin.

Wendell Naraghi thanked Chancellor Reed for sharing memories of his father, Hashem. Mr. Naraghi affirmed how much his parents meant to him, Sharon, and Margaret and expressed the shared respect between his father and President Shirvani. Mr. Naraghi shared that this naming has deep meaning for their family. Mr. Naraghi thanked the board again for this distinct honor.

Chancellor Reed then presented the Naraghi family with a token of the university's gratitude in recognition and in honor of Mr. and Mrs. Naraghi and the confidence they placed in the campus, students, and faculty.

Chair Chandler adjourned the meeting.

COMMITTEE ON INSTITUTIONAL ADVANCEMENT

Donor Commendation – Humboldt State University

Presentation By

Richard P. West
Executive Vice Chancellor and
Chief Financial Officer

Summary

This item will commend Kenneth L. Fisher for his support of an endowed chair in Redwood Forest Ecology, the first endowed chair at Humboldt State University.

Background

Kenneth L. Fisher, a 1972 Humboldt State alumnus, is founder, chief executive officer and chief investment officer of Fisher Investments, a \$28 billion global money-management firm that serves high-net-worth individuals and institutions throughout the world. Fisher Investments is headquartered in Woodside, California on a mountain in the redwood region south of San Francisco.

Long before starting Fisher Investments, Ken Fisher came to Humboldt State University intending to study redwood forestry. Though he became an economics major instead, he has maintained a fascination with redwoods by developing a private library of more than 3,000 volumes of regional logging history. He has also excavated 35 abandoned lumber mills and collected and cataloged thousands of artifacts.

Mr. Fisher is particularly drawn to the work of Stephen C. Sillett, a Humboldt State University biology professor, whose pioneering efforts have focused on the discovery of elevated communities of crustaceans, lichens, other organisms, tiny ponds and rich soil deposits high in the trees. Dr. Sillett has explored the stratified biodiversity among crowns of redwood forests in national and state parks in Humboldt County for more than a decade. He is currently considering what it would take to restore the health of some of the ancient redwood groves along the Avenue of the Giants in which many of the treetops are dying.

Ken Fisher's endowment gift of approximately \$3.6 million will provide about \$90,000 annually to support research in redwood ecology in perpetuity. It will fund release time and support for graduate students, laboratory and field equipment. In honor of Mr. Fisher's generosity,

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Humboldt State University has named the new chair the Kenneth L. Fisher Chair in Redwood Forest Ecology.

Recommended Action

The following resolution is recommended for approval:

RESOLVED, that the Board of Trustees of the California State University, expresses its appreciation and commends Kenneth L. Fisher for his exemplary leadership and generosity on behalf of Humboldt State University.

COMMITTEE ON INSTITUTIONAL ADVANCEMENT

Naming of an Academic Entity — California State University, Fresno

Presentation By

Richard P. West
Executive Vice Chancellor and
Chief Financial Officer

Summary

This item will consider naming the Real Estate Center in the Craig School of Business at California State University, Fresno as the Arnold and Dianne Gazarian Real Estate Center.

This proposal, submitted by California State University, Fresno, meets the criteria and other conditions specified in the Board of Trustees Policy on Naming California State University Academic Entities, including approval by the system review panel and the campus academic senate.

Background

The proposed naming recognizes a \$1.5 million commitment by Arnold and Dianne Gazarian to the California State University, Fresno. The gift will provide operating funds for the Real Estate Center in the Craig School of Business. The newly named Arnold and Dianne Gazarian Real Estate Center will support the Craig School of Business Real Estate and Urban Land Economics option for students and research by faculty and graduate students. Among the activities of the center will be curriculum and career development, community outreach, oversight of the Real Estate and Land Use Institute, and engagement of an advisory board.

Dr. Arnold Gazarian is a graduate of the University of California, Berkeley and the University of California, San Francisco, where he received his DDS. Dr. Gazarian is now retired from his dentistry practice and he and Mrs. Dianne Berberian Gazarian are very involved in her family's business, Berberian Orchards, in Modesto. They are the president and chair, respectively, of the Berberian/Gazarian Family Foundation, also based in Modesto. Dr. and Mrs. Gazarian have four grown children.

Mrs. Gazarian is the only child of the late Isabel and Haig Berberian of Modesto. Mr. Berberian operated the world's largest independent walnut shelling plant until its sale to Pet, Inc. in 1972. The Haig and Isabel Berberian Endowed Chair in Armenian Studies at California State University, Fresno is named in their honor.

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Dr. Gazarian has served on the Fresno State Foundation Board of Governors since September 26, 1996. The Gazarians have been generous donors to Fresno State, including gifts to the President's Fund, Smittcamp Alumni House, the Haig and Isabel Berberian Endowed Chair in Armenian Studies, the Craig School of Business, and the Kremen School of Education and Human Development.

Recommended Action

The following resolution is recommended for approval:

RESOLVED, By the Board of Trustees of the California State University, that the Real Estate Center in the Craig School of Business at California State University, Fresno be named the Arnold and Dianne Gazarian Real Estate Center.

COMMITTEE ON INSTITUTIONAL ADVANCEMENT

Approval of the 2005-2006 Annual Report on External Support to the California State University

Presentation By

Richard P. West
Executive Vice Chancellor and
Chief Financial Officer

Lori A. Redfearn
Assistant Vice Chancellor
Advancement Services

Summary

This item presents information on external support received by the 23-campus California State University system from July 1, 2005 to June 30, 2006. Section 89720 of the Education Code requires that an annual gift report be submitted to the California Postsecondary Education Commission, the California Joint Legislative Budget Committee, and the California Department of Finance.

The report data is attached in Charts I through VIII. As is customary, the *2005-2006 Annual Report on External Support to the California State University* will be distributed at the Board meeting. This document will provide a summary and graphic illustration of the data. Following the presentation of this report, campus highlights will be available for viewing on the system website at www.calstate.edu/ua/0506ExternalReport.

Overview

The California State University continues to enhance the teaching and learning experience through the generosity of private donors. Donors committed over \$285 million in new gifts, new pledges and testamentary provisions in fiscal year 2005-2006 to expand the margin of excellence that is achieved beyond the state's investment. These gift commitments represent the work accomplished within the fiscal year by Presidents and their staff in attracting a pipeline of support for the university. Giving remained constant compared to \$285 million raised in 2004-2005. Constraints on new investments in advancement programs and the high turnover of key leadership at campuses continue to impact the university's ability to raise more in private support.

Charitable gift receipts, a combination of new gift receivables and pledge payments, totaled nearly \$216 million. Gift receipts represent the ongoing work of advancement programs that result in cash and in-kind gifts received during the fiscal year. Charitable gift receipts were down almost \$8 million compared to the nearly \$224 million received in 2004-2005.

Within the charitable gift receipts, donors directed \$125 million to operational support to provide access for a richly diverse student population and to enhance the learning experience:

- \$13 million for student scholarships
- \$39 million for academic programs
- \$7 million for applied research
- \$1 million for faculty compensation
- \$2 million for library operations
- \$16 million for athletics
- \$25 million for public service programs
- \$3 million for physical plant operations
- \$19 million for other operation needs

To support the future capacity of the university, over \$22 million was contributed to build state of the art libraries, technologically advanced laboratories, contemporary performing arts centers, and expanded athletic facilities. Additionally, donors added over \$43 million to university endowments creating a lasting legacy of support. Irrevocable deferred gifts accounted for nearly \$18 million in future support. Loan funds of \$1 million rounded out the \$85 million in capital support.

Of all charitable gifts received, 97 percent were designated to specific interests identified by the donor.

In addition to charitable support, the university received over \$1 billion in operating grants and contracts revenue. Contracts and grants revenue also remained level compared to 2004-2005. Student financial assistance in the form of Pell Grants, Supplemental Educational Opportunity Grants and Work Study programs accounted for much of the \$693 million received in federal grants.

Attachments

Chart I: Philanthropic Productivity Three-Year History and Average

The data represents performance in developing philanthropic support for the institution over the last three years. Gift commitments include new gifts, new pledges and testamentary commitments representing a pipeline of support to the institution. Gift receipts include assets received by the university in the form of new gifts and pledge payments.

Chart II: Grants and Contracts Revenue, Noncapital 2005-2006 Fiscal Year

This data, reported from the audited financial statements, represents operating support to the institution derived from governmental grants and commercial contracts. These numbers do not include state general fund support.

Chart III: Gift Commitments 2005-2006 Fiscal Year, Campus Detail

In this chart, each campus is grouped relative to the maturity of its advancement program based on the success indicators of the number of full time professional fundraisers, the market value of endowment and the number of donors, which are outlined on Chart III. As a system, the university seeks to raise gift commitments in excess of 10 percent of the state general fund allocation. To reach this achievement, campuses have been divided into three peer groups to benchmark performance related to philanthropic productivity. The eleven Group I campuses are striving to build the capacity to raise gift commitments equivalent to 10 percent of the state general fund allocation. The eight Group II campuses seek to raise between 10 and 15 percent of the state general fund allocation. The four Group III campuses endeavor to raise more than 15 percent of the state general fund allocation.

Chart IV: Charitable Gift Receipts by Source 2005-2006 Fiscal Year

Campus specific data that identifies the source of charitable gift receipts: alumni, parents, other individuals, foundations, corporations and other organizations.

Chart V: Charitable Gift Receipts by Purpose 2005-2006 Fiscal Year

The chart includes campus specific data that identifies the purpose for which donors designated support.

Chart VI: Charitable Gift Receipts, Three-Year Historical

The chart provides a three-year history of systemwide results by both the gift source and the gift purpose.

Chart VII: Endowment Market Values, Three-Year Historical

This chart tracks a three-year history of endowment market values and compares the difference in values between 2004-2005 and 2005-2006 fiscal years. The year-end market value includes factors such as growth from new gifts, reductions due to expenditures and withdrawals, as well as changes due to investment returns. The total investment return rate and the endowment distribution for 2005-2006 are indicated separately.

Chart VIII: Alumni Data 2005-2006 Fiscal Year

Provides a campus-by-campus breakdown of alumni information including the number of addressable alumni, alumni association membership, alumni solicited, alumni donors and alumni gifts. 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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The following resolution is recommended for approval:

RESOLVED, By the Board of Trustees of the California State University, that the Board adopts the *2005-2006 Annual Report of External Support to the California State University* for submission to the California Postsecondary Education Commission, the California Joint Legislative Budget Committee, and the California Department of Finance.

Philanthropic Productivity
Three Year History and Average
Chart I

| Campus | 2003-2004 Total Gift Commitments | 2004-2005 Total Gift Commitments | 2005-2006 Total Gift Commitments | Three Year Average |
|---------------------|---|---|---|--------------------------|
| Bakersfield | \$ 1,292,853 | \$ 5,623,030 | \$ 6,863,107 | \$ 4,592,997 |
| Channel Islands | \$ 1,707,600 | \$ 1,801,902 | \$ 5,688,588 | \$ 3,066,030 |
| Chico | \$ 6,564,394 | \$ 3,940,081 | \$ 9,193,401 | \$ 6,565,959 |
| Dominguez Hills | \$ 2,531,837 | \$ 2,511,648 | \$ 1,247,093 | \$ 2,096,859 |
| East Bay | \$ 2,732,191 | \$ 10,755,572 | \$ 3,230,478 | \$ 5,572,747 |
| Fresno | \$ 17,620,986 | \$ 13,152,200 | \$ 22,022,929 | \$ 17,598,705 |
| Fullerton | \$ 9,371,534 | \$ 9,218,195 | \$ 14,716,793 | \$ 11,102,174 |
| Humboldt | \$ 5,558,768 | \$ 4,544,939 | \$ 4,903,623 | \$ 5,002,443 |
| Long Beach | \$ 33,095,242 | \$ 25,028,235 | \$ 20,197,217 | \$ 26,106,898 |
| Los Angeles | \$ 6,110,060 | \$ 3,931,222 | \$ 4,130,216 | \$ 4,723,833 |
| Maritime Academy | \$ 1,902,184 | \$ 485,378 | \$ 1,058,757 | \$ 1,148,773 |
| Monterey Bay | \$ 7,812,541 | \$ 2,989,430 | \$ 2,452,201 | \$ 4,418,057 |
| Northridge | \$ 25,804,322 | \$ 16,109,656 | \$ 19,921,478 | \$ 20,611,819 |
| Pomona | \$ 5,060,541 | \$ 9,689,766 | \$ 6,439,296 | \$ 7,063,201 |
| Sacramento | \$ 7,699,000 | \$ 7,288,263 | \$ 16,239,897 | \$ 10,409,053 |
| San Bernardino | \$ 3,962,248 | \$ 4,808,970 | \$ 16,120,075 | \$ 8,297,098 |
| San Diego | \$ 63,353,269 | \$ 57,402,705 | \$ 47,794,347 | \$ 56,183,440 |
| San Francisco | \$ 17,295,739 | \$ 20,222,125 | \$ 8,380,135 | \$ 15,299,333 |
| San Jose | \$ 11,773,646 | \$ 25,200,599 | \$ 26,362,844 | \$ 21,112,363 |
| San Luis Obispo | \$ 32,530,047 | \$ 38,924,924 | \$ 30,313,833 | \$ 33,922,935 |
| San Marcos | \$ 2,258,325 | \$ 6,816,078 | \$ 5,004,778 | \$ 4,693,060 |
| Sonoma | \$ 13,319,131 | \$ 10,592,715 | \$ 9,432,424 | \$ 11,114,757 |
| Stanislaus | \$ 1,950,791 | \$ 2,472,859 | \$ 1,911,325 | \$ 2,111,658 |
| Chancellor's Office | \$ 2,301,242 | \$ 1,637,220 | \$ 1,947,308 | \$ 1,961,923 |
| TOTAL | \$ 283,608,491 | \$ 285,147,712 | \$ 285,572,143 | \$ 284,776,115 |

| Campus | 2003-2004 Total Gift Receipts | 2004-2005 Total Gift Receipts | 2005-2006 Total Gift Receipts | Three Year Average |
|---------------------|--|--|--|--------------------------|
| Bakersfield | \$ 1,442,804 | \$ 2,209,129 | \$ 5,279,578 | \$ 2,977,170 |
| Channel Islands | \$ 1,484,633 | \$ 1,961,572 | \$ 2,765,296 | \$ 2,070,500 |
| Chico | \$ 5,791,283 | \$ 3,937,671 | \$ 8,561,401 | \$ 6,096,785 |
| Dominguez Hills | \$ 2,501,828 | \$ 2,447,721 | \$ 2,317,276 | \$ 2,422,275 |
| East Bay | \$ 1,838,853 | \$ 4,760,454 | \$ 5,160,699 | \$ 3,920,002 |
| Fresno | \$ 14,341,686 | \$ 15,621,000 | \$ 14,699,500 | \$ 14,887,395 |
| Fullerton | \$ 6,359,362 | \$ 7,514,544 | \$ 9,011,721 | \$ 7,628,542 |
| Humboldt | \$ 8,141,778 | \$ 4,343,720 | \$ 4,614,520 | \$ 5,700,006 |
| Long Beach | \$ 21,190,992 | \$ 18,169,097 | \$ 12,677,413 | \$ 17,345,834 |
| Los Angeles | \$ 5,485,426 | \$ 4,469,548 | \$ 4,287,235 | \$ 4,747,403 |
| Maritime Academy | \$ 1,890,021 | \$ 495,478 | \$ 723,257 | \$ 1,036,252 |
| Monterey Bay | \$ 2,113,734 | \$ 6,312,822 | \$ 3,242,857 | \$ 3,889,804 |
| Northridge | \$ 28,822,284 | \$ 15,338,959 | \$ 13,220,009 | \$ 19,127,084 |
| Pomona | \$ 5,206,638 | \$ 7,917,392 | \$ 6,359,796 | \$ 6,494,609 |
| Sacramento | \$ 6,818,200 | \$ 6,480,763 | \$ 9,638,233 | \$ 7,645,732 |
| San Bernardino | \$ 3,160,626 | \$ 2,669,884 | \$ 5,728,536 | \$ 3,853,015 |
| San Diego | \$ 50,024,618 | \$ 49,156,832 | \$ 48,940,809 | \$ 49,374,086 |
| San Francisco | \$ 7,420,881 | \$ 13,974,880 | \$ 5,849,087 | \$ 9,081,616 |
| San Jose | \$ 11,680,810 | \$ 10,438,099 | \$ 14,010,465 | \$ 12,043,125 |
| San Luis Obispo | \$ 28,151,469 | \$ 24,696,440 | \$ 23,414,839 | \$ 25,420,916 |
| San Marcos | \$ 2,279,351 | \$ 1,723,107 | \$ 5,513,920 | \$ 3,172,126 |
| Sonoma | \$ 5,947,910 | \$ 16,085,357 | \$ 6,095,751 | \$ 9,376,339 |
| Stanislaus | \$ 2,983,798 | \$ 2,392,601 | \$ 1,978,930 | \$ 2,451,776 |
| Chancellor's Office | \$ 2,301,242 | \$ 637,220 | \$ 1,847,308 | \$ 1,595,257 |
| TOTAL | \$ 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, Noncapital
 2005-2006 Fiscal Year
 Chart II

| Campus | 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 | \$ - | \$ 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 Jose | \$ 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 | \$ - | \$ - | \$ - | \$ - |
| TOTALS: | \$ 693,145,844 | \$ 309,314,444 | \$ 89,694,075 | \$ 1,092,154,363 |

Gift Commitments
Fiscal Year 2005-2006 Campus Detail
Chart III

| | Campus | New Charitable Gifts | Indian and Local Government Contributions | New Pledges | Testamentary Commitments | Total Gift Commitments | 2005/2006 General Fund | Gift Commitments as a Percent of the General Fund |
|-----------|---------------------|-----------------------|---|----------------------|--------------------------|------------------------|-------------------------|---|
| Group I | Bakersfield | \$ 4,725,903 | \$ - | \$ 2,137,204 | \$ - | \$ 6,863,107 | \$ 54,567,280 | 13% |
| | Channel Islands | \$ 2,346,867 | \$ - | \$ 3,341,721 | \$ - | \$ 5,688,588 | \$ 29,884,210 | 19% |
| | Dominguez Hills | \$ 1,236,028 | \$ - | \$ 11,065 | | \$ 1,247,093 | \$ 66,973,470 | 2% |
| | East Bay | \$ 1,913,428 | \$ - | \$ 448,050 | \$ 869,000 | \$ 3,230,478 | \$ 81,509,700 | 4% |
| | Humboldt | \$ 4,614,521 | \$ 81,498 | \$ 207,604 | \$ - | \$ 4,903,623 | \$ 68,755,676 | 7% |
| | Los Angeles | \$ 3,412,180 | \$ - | \$ 718,036 | \$ - | \$ 4,130,216 | \$ 116,825,340 | 4% |
| | Maritime Academy | \$ 710,757 | \$ - | \$ 23,000 | \$ 325,000 | \$ 1,058,757 | \$ 14,351,400 | 7% |
| | Monterey Bay | \$ 2,364,059 | \$ - | \$ 88,142 | \$ - | \$ 2,452,201 | \$ 46,617,600 | 5% |
| | San Bernardino | \$ 4,945,692 | \$ 1,457,143 | \$ 9,717,240 | \$ - | \$ 16,120,075 | \$ 91,942,110 | 18% |
| | San Marcos | \$ 4,974,778 | \$ - | \$ 30,000 | \$ - | \$ 5,004,778 | \$ 54,364,480 | 9% |
| | Stanislaus | \$ 1,860,056 | \$ - | \$ 51,269 | \$ - | \$ 1,911,325 | \$ 53,683,980 | 4% |
| | | | | | Group I | \$ 52,610,241 | \$ 679,475,246 | 8% |
| Group II | Chico | \$ 8,561,401 | \$ - | \$ 405,000 | \$ 227,000 | \$ 9,193,401 | \$ 107,406,300 | 9% |
| | Fullerton | \$ 8,190,991 | \$ - | \$ 3,025,802 | \$ 3,500,000 | \$ 14,716,793 | \$ 149,312,220 | 10% |
| | Northridge | \$ 10,133,643 | \$ - | \$ 1,985,335 | \$ 7,802,500 | \$ 19,921,478 | \$ 165,297,980 | 12% |
| | Pomona | \$ 5,914,296 | \$ - | \$ 525,000 | \$ - | \$ 6,439,296 | \$ 129,173,000 | 5% |
| | Sacramento | \$ 9,435,733 | \$ - | \$ 5,559,164 | \$ 1,245,000 | \$ 16,239,897 | \$ 148,849,500 | 11% |
| | San Francisco | \$ 4,139,666 | \$ - | \$ 1,450,469 | \$ 2,790,000 | \$ 8,380,135 | \$ 143,302,700 | 6% |
| | San Jose | \$ 12,962,498 | \$ - | \$ 400,346 | \$ 13,000,000 | \$ 26,362,844 | \$ 150,558,500 | 18% |
| | Sonoma | \$ 3,725,496 | \$ - | \$ 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 | \$ - | \$ 6,635,729 | \$ 1,960,000 | \$ 22,022,929 | \$ 133,028,700 | 17% |
| | Long Beach | \$ 12,251,913 | \$ - | \$ 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 | \$ - | \$ 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 | \$ - | \$ 100,000 | \$ - | \$ 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 Gift Receipts
by Source
Fiscal Year 2005-2006
Chart IV

| Campus | 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 Jose | \$ 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 | \$ - | \$ - | \$ 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 Gift Receipts
by Purpose
Fiscal Year 2005-2006
Chart V

| Campus | Current Operations | | Capital Purposes | | | | Deferred Gifts | Gift Receipts Total |
|---------------------|---------------------|-----------------------|---|-------------------|----------------------|---------------------|----------------------|----------------------|
| | Unrestricted | Restricted | Campus Improvements Property, Buildings and Equipment | Unrestricted | Restricted | Loan Funds | | |
| Bakersfield | \$ 104,061 | \$ 2,358,656 | \$ 106,137 | \$ 9,678 | \$ 2,701,046 | \$ - | \$ - | 5,279,578 |
| Channel Islands | \$ 462,496 | \$ 1,674,867 | \$ 521,621 | \$ 1,050 | \$ 105,262 | \$ - | \$ - | 2,765,296 |
| Chico | \$ 353,279 | \$ 1,083,590 | \$ - | \$ 9,302 | \$ 2,368,048 | \$ 7,075 | \$ 4,740,107 | 8,561,401 |
| Dominguez Hills | \$ 9,760 | \$ 1,232,478 | \$ 1,075,038 | \$ - | \$ - | \$ - | \$ - | 2,317,276 |
| East Bay | \$ 93,727 | \$ 1,654,392 | \$ 3,222,006 | \$ 11,000 | \$ 179,574 | \$ - | \$ - | 5,160,699 |
| Fresno | \$ 196,500 | \$ 10,516,800 | \$ 1,117,100 | \$ 2,100 | \$ 2,832,000 | \$ - | \$ 35,000 | 14,699,500 |
| Fullerton | \$ 217,775 | \$ 4,913,561 | \$ 943,964 | \$ - | \$ 2,756,841 | \$ - | \$ 179,580 | 9,011,721 |
| Humboldt | \$ 63,412 | \$ 3,546,319 | \$ 200 | \$ - | \$ 1,004,464 | \$ 125 | \$ - | 4,614,520 |
| Long Beach | \$ 1,057,045 | \$ 8,760,525 | \$ 921,518 | \$ - | \$ 1,678,325 | \$ - | \$ 260,000 | 12,677,413 |
| Los Angeles | \$ 308,550 | \$ 2,109,917 | \$ 1,110,932 | \$ - | \$ 757,836 | \$ - | \$ - | 4,287,235 |
| Maritime Academy | \$ 109,524 | \$ 248,706 | \$ 1,000 | \$ 300,000 | \$ 23,970 | \$ - | \$ 40,057 | 723,257 |
| Monterey Bay | \$ 25,485 | \$ 1,861,908 | \$ 900,545 | \$ - | \$ 454,919 | \$ - | \$ - | 3,242,857 |
| Northridge | \$ 83,807 | \$ 7,424,602 | \$ 1,213,427 | \$ - | \$ 2,398,173 | \$ - | \$ 2,100,000 | 13,220,009 |
| Pomona | \$ 295,790 | \$ 3,775,064 | \$ 106,638 | \$ - | \$ 2,182,304 | \$ - | \$ - | 6,359,796 |
| Sacramento | \$ 152,109 | \$ 5,383,496 | \$ 2,384,520 | \$ - | \$ 1,718,108 | \$ - | \$ - | 9,638,233 |
| San Bernardino | \$ 25,600 | \$ 2,262,532 | \$ 678,165 | \$ - | \$ 587,239 | \$ - | \$ 2,175,000 | 5,728,536 |
| San Diego | \$ 55,664 | \$ 35,153,106 | \$ 121,154 | \$ - | \$ 7,342,744 | \$ - | \$ 6,268,141 | 48,940,809 |
| San Francisco | \$ 106,132 | \$ 4,815,600 | \$ 245,720 | \$ - | \$ 681,635 | \$ - | \$ - | 5,849,087 |
| San Jose | \$ 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 | \$ - | \$ 9,354,371 | \$ 100 | \$ 1,144,558 | 23,414,839 |
| San Marcos | \$ 77,499 | \$ 1,547,748 | \$ 2,360,835 | \$ - | \$ 1,527,838 | \$ - | \$ - | 5,513,920 |
| Sonoma | \$ 19,480 | \$ 4,013,167 | \$ 842,113 | \$ - | \$ 495,991 | \$ - | \$ 725,000 | 6,095,751 |
| Stanislaus | \$ 71,651 | \$ 1,664,150 | \$ 66,879 | \$ - | \$ 176,250 | \$ - | \$ - | 1,978,930 |
| Chancellor's Office | \$ 120,642 | \$ 924,820 | \$ - | \$ - | \$ 801,846 | \$ - | \$ - | 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 Gift Receipts
 Three Year Historical
 System Detail
 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 |
| Organizations | | | |
| 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> | | | |
| Current Operations | | | |
| 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 |
| Capital Purposes | | | |
| 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 Market Values
Three Year Historical
Chart VII

| Campus | 2003/2004 Market Value | 2004/2005 Market Value | 2005/2006 Market Value | 2004/2005 to 2005/2006 Comparison | | 2005/2006 Total Investment Return Rate | 2005/2006 Endowment Distribution |
|---------------------|------------------------------|------------------------------|------------------------------|--------------------------------------|---------------|--|--|
| | | | | Amount | Percentage | | |
| 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 Jose | \$ 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

| Campus | 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 Association Members | Total Contributions from Alumni Association Members |
|------------------|------------------------------|----------------------------|-----------|----------------------|---------------------------|------------------|---------------|----------------------------|---|---|
| | | Annual | Life-time | | | | | | | |
| 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 Jose | 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.

COMMITTEE ON INSTITUTIONAL ADVANCEMENT

Advancement Update

Presentation By

Richard West
Executive Vice Chancellor and
Chief Financial Officer

Summary

Executive Vice Chancellor Richard West will introduce Theresa M. Mendoza as the new Senior Advisor for Campus Advancement Programs and acknowledge the California State University recipients of the 2006 Council for Advancement and Support of Education (CASE) awards.

Background

Theresa M. Mendoza, Senior Advisor for Campus Advancement Programs

As Senior Advisor for Campus Advancement Program, Ms. Mendoza will lend her substantial experience and expertise to assist CSU campuses in enhancing their advancement programs and developing campaign strategies. She will be responsible for providing expanded services to CSU campus Presidents and Vice Presidents in the areas of leadership development, campaign readiness, volunteer management, and multi-campus funding opportunities.

For the past nine years, Ms. Mendoza has successfully served as Vice President for University Advancement at San Diego State University providing leadership that resulted in approximately \$400 million in private gifts and pledges. When she came to SDSU in 1998, she became the first Latina vice president in the 23-campus CSU system. Prior to joining SDSU, Ms. Mendoza spent 15 years at Arizona State University where she served as the executive vice president of the Arizona State University Foundation and campaign manager of ASU's Campaign for Leadership, a \$400 million fund-raising campaign. Before making the transition to higher education, Ms. Mendoza worked in Washington, D.C., on staff with several U.S. Congressmen and as director of the National Association of Latino Elected and Appointed Officials. She is currently a board member for the Council for the Advancement and Support of Education (CASE) — District VII. She has been named Outstanding Young Woman of America, listed in *Who's Who in Arizona* and *Who's Who Among Hispanic Americans*. Ms. Mendoza received an M.A. in intercultural and organization communication from Arizona State University in 1988 and a B.A. in international affairs and economics in 1979 from George Washington University.

Inst. Adv.
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January 23-24, 2007
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Ms. Mendoza's appointment furthers the Office of the Chancellor's commitment to developing comprehensive campus advancement programs to support the vital role that private giving plays within the CSU system to supplement the state's investment.

2006 Council for Advancement and Support of Education (CASE) District VII Award of Excellence Winners

Each year, CASE honors superior achievement in the field of university advancement. At this year's CASE District VII Conference held in Los Angeles, California, materials showcasing CSU campuses and programs were recognized for outstanding work in advancement services, alumni relations, development, and public relations and communications. As in prior years, the CSU made an impressive showing, winning one-fourth of all awards given.

The awards were given by CASE District VII, which encompasses Arizona, California, Hawaii, Nevada, and Utah.

Chancellor's Office

Gold Award in Outstanding Communications: Identity Programs and Logos, *CalStateTEACH*

CSU Fresno

Gold Award in Outstanding Communications: Illustration, *Farm map illustration*

Bronze Award in Outstanding Communications: E-Mail Newsletters, *The Bulldog Byte*

Bronze Award in Outstanding Communications: Identity Programs and Logos, *Your Bulldog Connection for Life*

CSU Long Beach

Bronze Award in Outstanding Communications: Individual Alumni Relations or Fund Raising Publications, *The Lantern 25th Anniversary Edition*

Bronze Award in Outstanding Communications: Annual Reports & Honor Rolls, *2005 Foundation Annual Report*

Bronze Award in Outstanding Communications: Student Recruitment Publications, *Consider a Move to The Beach*

CSU Northridge

Bronze Award in Outstanding Communications: Internal Audience Newsletters/Tabloids, *ExL Report*

CSPU Pomona

Gold Award in Outstanding Communications: External Audience Newsletters/Tabloids, *Panorama*

Gold Award in Outstanding Communications: Internal Audience Newsletters/Tabloids, *Poly Centric*

Silver Award in Outstanding Communications: E-Mail Newsletters, *Poly@lumni*

Bronze Award in Outstanding Communications: Photography – Single or Series, *Science Synthesis*

CSU Sacramento

Gold Award in Outstanding Communications: E-Mail Newsletters, *Sacramento State Bulletin*