

AGENDA

COMMITTEE ON INSTITUTIONAL ADVANCEMENT

Meeting: 4:00 p.m., Tuesday, January 22, 2008
Glenn S. Dumke Auditorium

Carol R. Chandler, Chair
Craig R. Smith, Vice Chair
Jeffrey L. Bleich
Debra S. Farar
Kenneth Fong
Melinda Guzman
A. Robert Linscheid
Peter G. Mehas
Glen O. Toney
Kyriakos Tsakopoulos

Consent Item

Approval of Meeting Minutes of November 13, 2007

Discussion Items

1. Naming of an Academic Entity – California State University, Fullerton, *Action*
2. Naming of an Academic Entity – San José State University, *Action*
3. Approval of the 2006-2007 Annual Report on External Support to the California State University, *Action*
4. Council for Advancement and Support of Education Awards, *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 13, 2007

Members Present

Craig R. Smith, Vice Chair
Roberta Achtenberg, Board of Trustees Chair
Herbert L. Carter
Debra S. Farar
Melinda Guzman
A. Robert Linscheid
Peter G. Mehas
Glen O. Toney

Approval of Minutes

The minutes of September 18, 2007 were approved.

Naming of an Academic Entity – California State University, Fresno, *Action*

Vice Chair Smith asked Executive Vice Chancellor and Chief Financial Officer Richard West, to present the request to name the Center for Community Engagement and Service Learning at the California State University, Fresno, as the Jan and Bud Richter Center for Community Engagement and Service Learning.

Mr. West stated that the naming recognizes the \$3.5 million gift by Janiece and Elmer Richter, who prefer to be known as “Jan” and “Bud”. He noted that during the past academic year, more than 6,000 students participated in organized community service learning at Fresno State. These students logged more than 485,000 service hours and provided an economic benefit to the community estimated at more than \$10.4 million. The Richters’ gift to Fresno State will help the university achieve its goal to provide one million hours of annual service to the community by the year 2011. Mr. West added that Jan and Bud Richter are currently serving as co-chairs of Fresno State’s first comprehensive fundraising campaign.

President Welty noted that the most important attribute of Fresno State is the impact that its faculty, staff, and students have on the community and the region. President Welty outlined the Richters’ long-standing philanthropic relationship with Fresno State, beginning in the 1950s and continuing through the present.

President Welty introduced Chris Fiorentino, Director of the Office of Civic Engagement and Service Learning, and Melissa Dittmar, a graduate student who has participated in the Community Service Learning program. Both shared their personal experience with the Center

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for Civic Engagement and Service Learning, and the impact that the Richters' gift will have on Fresno State University community.

The committee recommended approval of the proposed resolution (RIA 11-07-12).

President Welty escorted Mr. and Mrs. Richter to the lectern, where both spoke regarding the positive impact of giving back to one's community. Chancellor Reed and Chair Achtenberg presented the Richters with a resolution certificate recognizing their gift to Fresno State.

Naming of a Facility – San Diego State University, *Action*

Vice Chair Smith asked Mr. West to present the request to name the Alumni Center at San Diego State University as the Parma Payne Goodall Alumni Center.

Mr. West stated that the naming recognizes a \$2.7 million gift made by Leon Parma, Robert Payne, and Jack Goodall to support the construction of a new alumni center at SDSU. The three alumni are longtime friends, business associates, and former co-owners of the San Diego Padres. Leon Parma, who graduated from SDSU in 1955, is chairman of Parma Management Company and recently retired as chairman of the board for La Jolla Capital. Robert Payne, also a 1955 graduate of SDSU, is president and CEO of Multi-Ventures Inc. and a principal owner of the Hanalei Hotel in Mission Valley. Jack Goodall, a 1960 graduate of SDSU, is chairman of the board of directors for Jack in the Box.

President Weber added that Leon Parma, Robert Payne, and Jack Goodall have been consistent supporters of San Diego State for the past four decades. President Weber noted that each has served in leadership positions on the Campanile Foundation; each has been heavily invested in SDSU's athletics program; and all have been intimately involved in various ways regarding curricula, scholarship, and leadership.

The committee recommended approval of the proposed resolution (RIA 11-07-13).

Commendation – San Jose State University, *Action*

Vice Chair Smith asked Mr. West to present the request to commend Mr. Donald R. Beall for his \$4 million gift to San José State University.

Mr. West stated that the commendation recognizes an outstanding alumnus of San José State University, Donald R. Beall, for a \$4 million gift supporting strategic initiatives at the Charles W. Davidson College of Engineering. In recognition of Mr. Beall's gift, San José State University has named the Dean's position as the Donald R. Beall Dean of Engineering. Mr. West noted that this is the first honor of its kind in the CSU. He added that Mr. Beall is well regarded in the field of engineering. He retired from Rockwell International in 1998 after a 30 year career, and during that tenure served as president and CEO.

President Kassig stated that Donald Beall has been a passionate advocate for San José State University, and his generous gift of \$4 million to establish the first endowed deanship at the Charles W. Davidson College of Engineering is a testament to his commitment. The funding

will be used to launch initiatives for student success, faculty excellence, and cutting-edge multidisciplinary programs. President Kassing emphasized that Donald Beall believes in empowering people, and by giving this endowment he is insuring that deans can address the challenges of educating future generations of professionals.

The committee recommended approval of the proposed resolution (RIA 11-07-14).

Vice Chair Smith adjourned the meeting.

COMMITTEE ON INSTITUTIONAL ADVANCEMENT

Naming of an Academic Entity – California State University, Fullerton

Presentation by:

Richard P. West
Executive Vice Chancellor and
Chief Financial Officer

Summary

This item will consider naming the College of Business and Economics at California State University, Fullerton, as the Steven G. Mihaylo College of Business and Economics.

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

Background

The proposed naming honors Mr. Steven G. Mihaylo, retired Chief Executive Officer and Founder of Inter-Tel, Inc. An alumnus of Cal State Fullerton, Mr. Mihaylo graduated in 1969 with emphases in Accounting and Finance.

The naming of the College recognizes Mr. Mihaylo's commitment of \$30 million. This is the largest gift in California State University, Fullerton's history.

Mr. Mihaylo is a self-made entrepreneur in the best tradition of American business. Starting from humble origins, Mr. Mihaylo possessed the keen business acumen and determination to create Inter-Tel, a business communications company, in 1969. During the next thirty seven years, Mr. Mihaylo led the company in an intensely competitive industry that experienced historic technological change. Against all odds, Mr. Mihaylo made Inter-Tel the national leader in the business communications industry in the middle sector and an emerging force in the large corporate sector.

The drive to meet customer needs and leadership in innovative product design and service, were hallmarks of Inter-Tel's growth. Mr. Mihaylo epitomizes the promise of a California State University graduate – hardworking, entrepreneurial, and committed to giving back to the community. By naming the College of Business and Economics, Mr. Mihaylo will leave a permanent legacy of these values for generations to come.

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The following resolution is recommended for approval:

RESOLVED, By the Board of Trustees of the California State University, that the College of Business and Economics at California State University, Fullerton be named Steven G. Mihaylo College of Business and Economics.

COMMITTEE ON INSTITUTIONAL ADVANCEMENT

Naming of an Academic Entity – San José State University

Presentation by:

Richard P. West
Executive Vice Chancellor and
Chief Financial Officer

Summary

This item will consider naming the College of Business Honors Program at San José State University, the Gary J. Sbona Honors Program.

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

Background

The proposed naming of the Honors Program at San José State's College of Business recognizes the \$5.2 million gift commitment by Mr. Gary J. Sbona to San José State University's College of Business. The gift will be used to expand upon the college's current honors program to include multi-functional teams and to provide a global dimension. The Gary J. Sbona Honors Program is designed to reach the top one to two percent of junior or senior SJSU business majors who qualify for the program. This program enhances the global reputation and visibility of the college.

Mr. Sbona serves as chairman and chief executive officer of the Regent Pacific Management Corporation, a global firm established in 1974 that specializes in the restructuring, recovery, and renewal of underperforming companies. His success in turning around failed or failing companies has earned him and his company numerous industry accolades. He has earned various awards, including: finalist for the 2003 Ernst & Young Entrepreneur of the Year Award; recipient of the Turnaround Management Association 1999 Silicon Valley Service Provider of the Year award, and 1994 Turnaround of the Year award. Mr. Sbona, a 1966 graduate of SJSU with a Bachelor of Science in Business Administration, is a member of the San José State University Tower Foundation Board and the College of Business Advisory Board. Mr. Sbona

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was awarded the 2004 Distinguished Alumni Award from the College of Business at San José State University for his outstanding accomplishments and community involvement.
The following resolution is recommended for approval:

RESOLVED, by the Board of Trustees of the California State University, that the College of Business Honors Program at San José State University shall be named the Gary J. Sbona Honors Program.

COMMITTEE ON INSTITUTIONAL ADVANCEMENT

Approval of the 2006-2007 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, 2006 to June 30, 2007. 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 *2006-2007 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/0607externalsupport.

Overview

Donors committed a record \$326 million in new gifts, new pledges and testamentary provisions in fiscal year 2006-2007. Giving increased significantly compared to \$285 million raised in 2005-2007. These gift commitments reflect the hard work of academic leaders, professional fundraising staff and countless volunteers who build a pipeline of private support for today and into the future.

Charitable gift receipts, a combination of new gifts and pledge payments, totaled \$234 million. Gift receipts represent cash and in-kind gifts received during the fiscal year. Charitable gift receipts increased by almost \$18 million compared to the nearly \$216 million received in 2005-2006.

Within these gift receipts, donors directed \$143 million to enhance the margin of excellence in current university objectives:

- \$13 million for student scholarships
- \$40 million for academic programs
- \$7 million for applied research
- \$1 million for faculty compensation
- \$1 million for library operations
- \$13 million for athletics
- \$25 million for public service programs
- \$5 million for physical plant operations
- \$38 million for other university needs

To support the future capacity of the university, over \$28 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 \$51 million to university endowments creating a lasting legacy of support. Irrevocable deferred gifts accounted for nearly \$11 million in future support.

Of all charitable gifts received, 97 percent were designated to specific interests identified by the donor. Six million received was unrestricted and available to be directed to priorities at the university's discretion.

In addition to charitable support, the university received over \$1.1 billion in operating grants and contracts revenue. Student financial assistance in the form of Pell Grants, Supplemental Educational Opportunity Grants and Work Study programs accounted for much of the \$717 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. Gift receipts include assets received by the university in the form of new gifts and pledge payments.

Chart II: Grants and Contracts Revenue, Noncapital 2006-2007 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 2006-2007 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 individual donors. 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. As a system, the university seeks to raise gift commitments in excess of 10 percent of the state general fund allocation.

Chart IV: Charitable Gift Receipts by Source 2006-2007 Fiscal Year

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

Chart V: Charitable Gift Receipts by Purpose 2006-2007 Fiscal Year

The chart includes campus detail of the purpose for which donors designated support.

Chart VI: Charitable Gift Receipts, Three-Year History

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 History

This chart tracks a three-year history of endowment market values and compares the difference in values between 2005-2006 and 2006-2007 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. A three-year history of total investment return and the endowment distribution for 2006-2007 are indicated separately.

Chart VIII: Alumni Data 2006-2007 Fiscal Year

This chart provides a campus detail 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.

The following resolution is recommended for approval:

RESOLVED, by the Board of Trustees of the California State University, that the Board adopts the *2006-2007 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	2004/2005 Total Gift Commitments	2005/2006 Total Gift Commitments	2006/2007 Total Gift Commitments	Three Year Average	2004/2005 Total Gift Receipts	2005/2006 Total Gift Receipts	2006/2007 Total Gift Receipts	Three Year Average
Bakersfield	\$ 5,623,030	\$ 6,863,107	\$ 10,710,179	\$ 7,732,105	\$ 2,209,129	\$ 5,279,578	\$ 8,160,719	\$ 5,216,475
Channel Islands	\$ 1,801,902	\$ 5,688,588	\$ 2,019,244	\$ 3,169,911	\$ 1,961,572	\$ 2,765,296	\$ 1,239,956	\$ 1,988,941
Chico	\$ 3,940,081	\$ 9,193,401	\$ 7,120,618	\$ 6,751,367	\$ 3,937,671	\$ 8,561,401	\$ 4,857,118	\$ 5,785,397
Dominguez Hills	\$ 2,511,648	\$ 1,247,093	\$ 2,342,208	\$ 2,033,650	\$ 2,447,721	\$ 2,317,276	\$ 1,322,182	\$ 2,029,060
East Bay	\$ 10,755,572	\$ 3,230,478	\$ 4,965,903	\$ 6,317,318	\$ 4,760,454	\$ 5,160,699	\$ 6,837,285	\$ 5,586,146
Fresno	\$ 13,152,200	\$ 22,022,929	\$ 25,866,712	\$ 20,347,280	\$ 15,621,000	\$ 14,699,500	\$ 15,220,957	\$ 15,180,486
Fullerton	\$ 9,218,195	\$ 14,716,793	\$ 9,329,927	\$ 11,088,305	\$ 7,514,544	\$ 9,011,721	\$ 9,940,179	\$ 8,822,148
Humboldt	\$ 4,540,249	\$ 4,903,623	\$ 4,716,702	\$ 4,720,191	\$ 5,343,720	\$ 4,614,520	\$ 4,829,819	\$ 4,929,353
Long Beach	\$ 25,028,235	\$ 20,197,217	\$ 27,344,890	\$ 24,190,114	\$ 18,169,097	\$ 12,677,413	\$ 14,843,098	\$ 15,229,869
Los Angeles	\$ 3,931,222	\$ 4,130,216	\$ 8,714,926	\$ 5,592,121	\$ 4,469,548	\$ 4,287,235	\$ 5,175,203	\$ 4,643,995
Maritime Academy	\$ 485,378	\$ 1,058,757	\$ 584,924	\$ 709,686	\$ 495,478	\$ 723,257	\$ 555,924	\$ 591,553
Monterey Bay	\$ 2,989,430	\$ 2,452,201	\$ 5,365,950	\$ 3,602,527	\$ 6,312,822	\$ 3,242,857	\$ 7,441,514	\$ 5,665,731
Northridge	\$ 16,109,656	\$ 19,921,478	\$ 21,242,726	\$ 19,091,287	\$ 15,338,959	\$ 13,220,009	\$ 8,624,980	\$ 12,394,649
Pomona	\$ 9,689,766	\$ 6,439,296	\$ 10,962,614	\$ 9,030,559	\$ 7,917,392	\$ 6,359,796	\$ 10,117,890	\$ 8,131,693
Sacramento	\$ 7,288,263	\$ 16,239,897	\$ 16,245,290	\$ 13,257,817	\$ 6,480,763	\$ 9,638,233	\$ 10,205,234	\$ 8,774,743
San Bernardino	\$ 4,808,970	\$ 16,120,075	\$ 10,614,878	\$ 10,514,641	\$ 2,669,884	\$ 5,728,536	\$ 6,985,386	\$ 5,127,935
San Diego	\$ 57,402,705	\$ 47,794,347	\$ 46,631,518	\$ 50,609,523	\$ 49,156,832	\$ 48,940,809	\$ 49,618,328	\$ 49,238,656
San Francisco	\$ 20,222,125	\$ 8,380,135	\$ 14,474,436	\$ 14,358,899	\$ 13,974,880	\$ 5,849,087	\$ 12,590,120	\$ 10,804,696
San Jose	\$ 25,200,599	\$ 26,362,844	\$ 50,570,297	\$ 34,044,580	\$ 10,438,099	\$ 14,010,465	\$ 17,624,258	\$ 14,024,274
San Luis Obispo	\$ 38,924,924	\$ 30,313,833	\$ 27,767,374	\$ 32,335,377	\$ 24,696,440	\$ 23,414,839	\$ 22,699,148	\$ 23,603,476
San Marcos	\$ 6,816,078	\$ 5,004,778	\$ 3,941,428	\$ 5,254,095	\$ 1,723,107	\$ 5,513,920	\$ 2,212,498	\$ 3,149,842
Sonoma	\$ 10,592,715	\$ 9,432,424	\$ 7,462,984	\$ 9,162,708	\$ 16,085,357	\$ 6,095,751	\$ 6,124,350	\$ 9,435,153
Stanislaus	\$ 2,472,859	\$ 1,911,325	\$ 3,920,270	\$ 2,768,151	\$ 2,392,601	\$ 1,978,930	\$ 3,978,028	\$ 2,783,186
Chancellor's Office	\$ 1,637,220	\$ 1,947,308	\$ 2,896,910	\$ 2,160,479	\$ 637,220	\$ 1,847,308	\$ 2,485,910	\$ 1,656,813
TOTAL	\$ 285,143,022	\$ 285,572,143	\$ 325,812,908	\$ 298,842,691	\$ 224,754,290	\$ 215,938,436	\$ 233,690,084	\$ 224,794,270

Note 1: 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.
 Note 2: A prior year adjustment was made to Humboldt's numbers, decreasing 2004-2005 Gift Commitments from \$4,544,939 to \$4,540,249 and increasing 2004-2005 Gift Receipts from \$4,343,720 to \$5,343,720. This changes 2004-2005 Total Gift Commitments from \$285,147,721 to \$285,143,022 and 2004-2005 Total Gift Receipts from \$223,754,290 to \$224,754,290.

**Grants and Contracts Revenue, Noncapital
2006-2007 Fiscal Year
Chart II**

Campus	Federal	State and Local	Non Governmental	Total Grants and Contract Revenue
Bakersfield	\$ 15,131,110	\$ 7,913,101	\$ 738,855	\$ 23,783,066
Channel Islands	\$ 3,112,426	\$ 1,480,106	\$ 58,516	\$ 4,651,048
Chico	\$ 30,727,199	\$ 12,117,731	\$ 3,946,830	\$ 46,791,760
Dominguez Hills	\$ 19,931,952	\$ 10,479,625	\$ 1,328,010	\$ 31,739,587
East Bay	\$ 17,581,079	\$ 6,687,202	\$ 1,438,422	\$ 25,706,703
Fresno	\$ 41,810,198	\$ 18,820,106	\$ 3,146,721	\$ 63,777,025
Fullerto	\$ 33,154,597	\$ 18,416,957	\$ 2,125,370	\$ 53,696,924
Humboldt	\$ 16,570,826	\$ 8,684,133	\$ 359,980	\$ 25,614,939
Long Beach	\$ 53,912,737	\$ 22,133,018	\$ 4,561,442	\$ 80,607,197
Los Angeles	\$ 48,150,130	\$ 14,901,812	\$ 328,577	\$ 63,380,519
Maritime Academy	\$ 1,356,775	\$ 582,721	\$ 102,543	\$ 2,042,039
Monterey Bay	\$ 10,958,271	\$ 9,260,800	\$ 1,243,653	\$ 21,462,724
Northridge	\$ 49,289,081	\$ 22,351,533	\$ 4,015,395	\$ 75,656,009
Pomona	\$ 29,295,287	\$ 13,255,243	\$ 4,722,621	\$ 47,273,151
Sacramento	\$ 36,151,706	\$ 46,968,964	\$ 4,486,652	\$ 87,607,322
San Bernardino	\$ 35,302,258	\$ 15,678,234	\$ 3,217,681	\$ 54,198,173
San Diego	\$ 103,619,245	\$ 29,273,251	\$ 14,722,026	\$ 147,614,522
San Francisco	\$ 63,055,450	\$ 25,045,169	\$ 4,488,432	\$ 92,589,051
San Jose	\$ 39,941,368	\$ 21,870,417	\$ 5,895,198	\$ 67,706,983
San Luis Obispo	\$ 18,321,950	\$ 11,688,301	\$ 4,214,859	\$ 34,225,110
San Marcos	\$ 11,103,964	\$ 8,723,371	\$ 1,182,148	\$ 21,009,483
Sonoma	\$ 27,354,573	\$ 8,719,016	\$ 1,824,838	\$ 37,898,427
Stanislaus	\$ 11,741,253	\$ 7,305,647	\$ 814,395	\$ 19,861,295
Chancellor's Office	\$ -	\$ (82,500)	\$ -	\$ (82,500)
TOTALS:	\$ 717,573,435	\$ 342,273,958	\$ 68,963,164	\$ 1,128,810,557

Note: The negative number for the Chancellor's Office represents funds transferred to campuses for student scholarships. The offset balances the university's consolidated statement of revenues and expenses as stated in the systemwide financial audit.

**Charitable Gift Commitments
2006-2007 Fiscal Year Campus Detail
Chart III**

	Campus	New Charitable Gifts	Native American & Local Government Contributions	New Pledges	Testamentary Commitments	Total Gift Commitments	2006/2007 General Fund	Gift Commitments as a Percent of the General Fund	
Group I	Bakersfield	\$ 7,741,259	\$ -	\$ 2,668,920	\$ 300,000	\$ 10,710,179	\$ 56,557,052	19%	
	Channel Islands	\$ 856,364	\$ 512,260	\$ 650,620	\$ -	\$ 2,019,244	\$ 34,918,610	6%	
	Dominguez Hills	\$ 1,260,615	\$ -	\$ 181,593	\$ 900,000	\$ 2,342,208	\$ 67,925,336	3%	
	East Bay	\$ 4,742,301	\$ -	\$ 111,602	\$ 112,000	\$ 4,965,903	\$ 85,895,030	6%	
	Humboldt	\$ 3,212,686	\$ 1,970	\$ 1,502,046	\$ -	\$ 4,716,702	\$ 71,134,997	7%	
	Los Angeles	\$ 4,307,426	\$ -	\$ 657,500	\$ 3,750,000	\$ 8,714,926	\$ 121,147,044	7%	
	Maritime Academy	\$ 544,924	\$ -	\$ 40,000	\$ -	\$ 584,924	\$ 15,733,940	4%	
	Monterey Bay	\$ 5,020,916	\$ 154	\$ 344,880	\$ -	\$ 5,365,950	\$ 49,937,090	11%	
	San Bernardino	\$ 4,896,434	\$ 512,627	\$ 5,185,817	\$ 20,000	\$ 10,614,878	\$ 98,104,320	11%	
	San Marcos	\$ 1,741,178	\$ -	\$ 2,200,250	\$ -	\$ 3,941,428	\$ 58,593,110	7%	
	Stanislaus	\$ 3,888,239	\$ -	\$ 32,031	\$ -	\$ 3,920,270	\$ 57,936,130	7%	
	PEER GROUP I TOTAL	\$ 38,212,342	\$ 1,027,011	\$ 13,575,259	\$ 5,082,000	\$ 57,896,612	\$ 717,882,659	8%	
Group II	Chico	\$ 4,857,118	\$ -	\$ 861,500	\$ 1,402,000	\$ 7,120,618	\$ 114,054,910	6%	
	Fullerton	\$ 7,356,605	\$ 4,000	\$ 969,322	\$ 1,000,000	\$ 9,329,927	\$ 160,100,530	6%	
	Northridge	\$ 6,801,419	\$ -	\$ 10,496,307	\$ 3,945,000	\$ 21,242,726	\$ 180,010,350	12%	
	Pomona	\$ 10,070,700	\$ -	\$ 891,914	\$ -	\$ 10,962,614	\$ 137,339,580	8%	
	Sacramento	\$ 8,635,290	\$ -	\$ 55,000	\$ 7,555,000	\$ 16,245,290	\$ 157,763,638	10%	
	San Francisco	\$ 8,599,910	\$ -	\$ 3,422,867	\$ 2,451,659	\$ 14,474,436	\$ 155,868,200	9%	
	San Jose	\$ 15,702,884	\$ -	\$ 30,342,413	\$ 4,525,000	\$ 50,570,297	\$ 159,756,990	32%	
	Sonoma	\$ 5,695,613	\$ 13,721	\$ 253,650	\$ 1,500,000	\$ 7,462,984	\$ 58,753,854	13%	
		PEER GROUP II TOTAL	\$ 67,719,539	\$ 17,721	\$ 47,292,973	\$ 22,378,659	\$ 137,408,892	\$ 1,123,648,052	12%
	Group III	Fresno	\$ 10,212,143	\$ 3,243,983	\$ 11,965,586	\$ 445,000	\$ 25,866,712	\$ 141,068,740	18%
Long Beach		\$ 13,672,529	\$ -	\$ 828,059	\$ 12,844,302	\$ 27,344,890	\$ 190,215,840	14%	
San Diego		\$ 38,301,604	\$ 2,179,930	\$ 6,149,984	\$ -	\$ 46,631,518	\$ 206,033,230	23%	
San Luis Obispo		\$ 16,094,324	\$ -	\$ 6,722,050	\$ 4,951,000	\$ 27,767,374	\$ 139,834,230	20%	
		PEER GROUP III TOTAL	\$ 78,280,600	\$ 5,423,913	\$ 25,665,679	\$ 18,240,302	\$ 127,610,494	\$ 677,152,040	19%
	Chancellor's Office	\$ 2,405,910	\$ -	\$ 491,000	\$ -	\$ 2,896,910	\$ 72,349,704	4%	
	SYSTEMWIDE TOTAL	\$ 186,618,391	\$ 6,468,645	\$ 87,024,911	\$ 45,700,961	\$ 325,812,908	\$ 2,591,032,455	13%	

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
2006-2007 Fiscal Year Campus Detail
Chart IV**

	Campus	Individuals			Organizations			Gift Receipts Total	Total Number Individual Donors	
		Alumni	Parents	Other Individuals	Foundations	Corporations	Other Organizations			
Group I	Bakersfield	\$ 450,234	\$ 32,021	\$ 4,748,266	\$ 419,040	\$ 2,235,264	\$ 275,894	\$ 8,160,719	2,101	
	Channel Islands	\$ 5,454	\$ 8,705	\$ 631,554	\$ 2,285	\$ 570,314	\$ 21,644	\$ 1,239,956	835	
	Dominguez Hills	\$ 170,543	\$ 9,349	\$ 254,795	\$ 159,550	\$ 693,398	\$ 34,547	\$ 1,322,182	564	
	East Bay	\$ 540,951	\$ 696	\$ 1,192,312	\$ 4,476,637	\$ 547,587	\$ 79,102	\$ 6,837,285	2,109	
	Humboldt	\$ 507,167	\$ 17,816	\$ 1,758,707	\$ 1,451,184	\$ 951,025	\$ 143,920	\$ 4,829,819	7,034	
	Los Angeles	\$ 1,880,103	\$ 1,340	\$ 515,663	\$ 1,244,692	\$ 1,038,334	\$ 495,071	\$ 5,175,203	4,841	
	Maritime Academy	\$ 113,323	\$ 32,144	\$ 130,543	\$ 6,000	\$ 199,540	\$ 74,374	\$ 555,924	973	
	Monterey Bay	\$ 15,868	\$ 34,812	\$ 4,968,844	\$ 837,821	\$ 538,943	\$ 1,045,226	\$ 7,441,514	5,126	
	San Bernardino	\$ 406,839	\$ 60,621	\$ 3,385,567	\$ 1,757,917	\$ 1,302,578	\$ 71,864	\$ 6,985,386	2,305	
	San Marcos	\$ 41,437	\$ 870	\$ 1,184,651	\$ 69,305	\$ 835,505	\$ 80,730	\$ 2,212,498	979	
	Stanislaus	\$ 74,632	\$ 1,470	\$ 2,430,337	\$ 472,375	\$ 918,513	\$ 80,701	\$ 3,978,028	945	
	PEER GROUP I TOTAL	\$ 4,206,551	\$ 199,844	\$ 21,201,239	\$ 10,896,806	\$ 9,831,001	\$ 2,403,073	\$ 48,738,514	27,812	
Group II	Chico	\$ 1,042,504	\$ 431,814	\$ 981,757	\$ 965,936	\$ 1,350,880	\$ 84,227	\$ 4,857,118	13,241	
	Fullerton	\$ 2,637,096	\$ 96,373	\$ 2,037,287	\$ 2,203,134	\$ 2,115,144	\$ 851,145	\$ 9,940,179	7,539	
	Northridge	\$ 1,318,782	\$ 101,596	\$ 1,338,332	\$ 1,938,767	\$ 3,650,855	\$ 276,648	\$ 8,624,980	7,040	
	Pomona	\$ 1,427,976	\$ 53,403	\$ 1,041,633	\$ 5,333,769	\$ 1,632,525	\$ 628,584	\$ 10,117,890	5,552	
	Sacramento	\$ 718,494	\$ 22,340	\$ 4,021,280	\$ 2,925,895	\$ 2,275,029	\$ 242,196	\$ 10,205,234	28,522	
	San Francisco	\$ 2,837,340	\$ 25,184	\$ 3,047,086	\$ 3,511,764	\$ 1,793,936	\$ 1,374,810	\$ 12,590,120	5,339	
	San Jose	\$ 8,521,803	\$ 83,280	\$ 2,289,512	\$ 3,590,426	\$ 2,765,891	\$ 373,346	\$ 17,624,258	7,294	
	Sonoma	\$ 314,544	\$ 4,600	\$ 2,081,313	\$ 1,407,372	\$ 646,701	\$ 1,669,820	\$ 6,124,350	2,692	
		PEER GROUP II TOTAL	\$ 18,818,539	\$ 818,590	\$ 16,838,200	\$ 21,877,063	\$ 16,230,961	\$ 5,500,776	\$ 80,084,129	77,219
	Group III	Fresno	\$ 2,783,785	\$ 12,271	\$ 6,927,490	\$ 1,201,334	\$ 4,025,563	\$ 270,514	\$ 15,220,957	7,247
Long Beach		\$ 2,309,363	\$ 1,032,541	\$ 2,792,355	\$ 3,627,851	\$ 4,551,805	\$ 529,183	\$ 14,843,098	23,672	
San Diego		\$ 3,337,624	\$ 551,250	\$ 17,234,707	\$ 13,314,229	\$ 11,641,433	\$ 3,539,085	\$ 49,618,328	65,031	
San Luis Obispo		\$ 6,494,030	\$ 2,078,747	\$ 2,799,491	\$ 3,659,703	\$ 6,395,322	\$ 1,271,855	\$ 22,699,148	18,421	
		PEER GROUP III TOTAL	\$ 14,924,802	\$ 3,674,809	\$ 29,754,043	\$ 21,803,117	\$ 26,614,123	\$ 5,610,637	\$ 102,381,531	114,371
	Chancellor's Office	\$ -	\$ -	\$ 1,317,659	\$ 870,718	\$ 292,250	\$ 5,283	\$ 2,485,910	19	
	SYSTEMWIDE TOTAL	\$ 37,949,892	\$ 4,693,243	\$ 69,111,141	\$ 55,447,704	\$ 52,968,335	\$ 13,519,769	\$ 233,690,084	219,421	

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

**Charitable Gift Receipts by Purpose
2006-2007 Fiscal Year Campus Detail
Chart V**

Campus	Current Purposes		Capital Purposes				Deferred Gifts	Gift Receipts Total
	Unrestricted	Restricted	Campus Improvements Property, Buildings and Equipment	Endowment Unrestricted	Endowment Restricted	Loan Funds		
Bakersfield	\$ 153,221	\$ 3,216,080	\$ 166,403	\$ 5,402	\$ 4,619,613	\$ -	\$ -	8,160,719
Channel Islands	\$ 460,609	\$ 504,520	\$ 137,430	\$ 1,750	\$ 135,647	\$ -	\$ -	1,239,956
Chico	\$ 206,975	\$ 1,517,574	\$ -	\$ 1,520	\$ 2,920,982	\$ 20	\$ 210,047	4,857,118
Dominguez Hills	\$ 40,738	\$ 987,524	\$ 155,586	\$ -	\$ 108,334	\$ -	\$ 30,000	1,322,182
East Bay	\$ 151,505	\$ 1,822,624	\$ 2,026,458	\$ -	\$ 2,836,698	\$ -	\$ -	6,837,285
Fresno	\$ 225,847	\$ 10,842,969	\$ 1,229,252	\$ -	\$ 2,897,889	\$ -	\$ 25,000	15,220,957
Fullerton	\$ 274,207	\$ 4,870,700	\$ 2,458,227	\$ -	\$ 2,008,805	\$ -	\$ 328,240	9,940,179
Humboldt	\$ 183,438	\$ 3,900,532	\$ -	\$ -	\$ 745,699	\$ 150	\$ -	4,829,819
Long Beach	\$ 1,179,525	\$ 9,520,534	\$ 750,671	\$ -	\$ 2,331,676	\$ -	\$ 1,060,692	14,843,098
Los Angeles	\$ 294,176	\$ 2,729,252	\$ 316,048	\$ -	\$ 1,825,727	\$ -	\$ 10,000	5,175,203
Maritime Academy	\$ 266,787	\$ 198,787	\$ 16,780	\$ 29,880	\$ 43,690	\$ -	\$ -	555,924
Monterey Bay	\$ 39,471	\$ 2,368,882	\$ 2,610,325	\$ -	\$ 2,422,836	\$ -	\$ -	7,441,514
Northridge	\$ 113,116	\$ 6,601,259	\$ 63,701	\$ -	\$ 1,748,805	\$ -	\$ 98,099	8,624,980
Pomona	\$ 371,745	\$ 4,051,151	\$ 2,261,967	\$ 500	\$ 3,432,527	\$ -	\$ -	10,117,890
Sacramento	\$ 200,999	\$ 5,317,618	\$ 2,933,506	\$ -	\$ 1,748,111	\$ -	\$ 5,000	10,205,234
San Bernardino	\$ 6,543	\$ 5,682,659	\$ 927,935	\$ -	\$ 337,982	\$ 5,267	\$ 25,000	6,985,386
San Diego	\$ 62,365	\$ 37,709,495	\$ 104,453	\$ -	\$ 5,762,091	\$ -	\$ 5,979,924	49,618,328
San Francisco	\$ 112,975	\$ 5,467,073	\$ 178,938	\$ -	\$ 6,831,134	\$ -	\$ -	12,590,120
San Jose	\$ 1,021,812	\$ 12,417,711	\$ 936,744	\$ 10,400	\$ 2,883,680	\$ 243,911	\$ 110,000	17,624,258
San Luis Obispo	\$ 753,218	\$ 9,791,614	\$ 6,597,066	\$ -	\$ 2,869,553	\$ 225	\$ 2,687,472	22,699,148
San Marcos	\$ 52,225	\$ 1,907,538	\$ 8,135	\$ -	\$ 244,600	\$ -	\$ -	2,212,498
Sonoma	\$ 26,545	\$ 2,305,563	\$ 3,306,513	\$ -	\$ 364,481	\$ -	\$ 121,248	6,124,350
Stanislaus	\$ 14,824	\$ 1,669,510	\$ 125,200	\$ 2,000,000	\$ 168,494	\$ -	\$ -	3,978,028
Chancellor's Office	\$ 142,188	\$ 1,195,464	\$ 1,052,258	\$ -	\$ 96,000	\$ -	\$ -	2,485,910
SYSTEMWIDE TOTAL	\$ 6,355,054	\$ 136,596,633	\$ 28,363,596	\$ 2,049,452	\$ 49,385,054	\$ 249,573	\$ 10,690,722	\$233,690,084

**Charitable Gift Receipts
Three Year History
Chart VI**

Category	2004/2005	2005/2006	2006/2007
<i>Source of Support</i>			
Individuals			
Alumni	\$ 37,497,153	\$ 27,300,023	\$ 37,949,892
Parents	\$ 2,439,091	\$ 2,710,154	\$ 4,693,243
Others	\$ 64,953,499	\$ 78,152,743	\$ 69,111,141
Individuals Total	\$ 104,889,743	\$ 108,162,920	\$ 111,754,276
Organizations			
Foundations	\$ 51,129,337	\$ 42,851,537	\$ 55,447,704
Corporations	\$ 55,258,822	\$ 52,172,645	\$ 52,968,335
Others	\$ 13,476,388	\$ 12,751,334	\$ 13,519,769
Organizations Total	\$ 119,864,547	\$ 107,775,516	\$ 121,935,808
Source of Support Total	\$ 224,754,290	\$ 215,938,436	\$ 233,690,084

<i>Gift Purposes</i>			
Current Programs			
Unrestricted	\$ 5,632,879	\$ 5,880,537	\$ 6,355,054
Restricted	\$ 129,558,268	\$ 125,529,527	\$ 136,596,633
Current Programs Total	\$ 135,191,147	\$ 131,410,064	\$ 142,951,687
Capital Purposes			
Property, Buildings and Equipment	\$ 37,847,255	\$ 22,392,328	\$ 28,363,596
Endowment: Unrestricted	\$ 330,654	\$ 633,997	\$ 2,049,452
Endowment: Restricted	\$ 42,222,538	\$ 42,674,148	\$ 49,385,054
Loan Funds	\$ 1,229,311	\$ 1,060,456	\$ 249,573
Capital Purposes Total	\$ 81,629,758	\$ 66,760,929	\$ 80,047,675
Deferred Gifts	\$ 7,933,385	\$ 17,767,443	\$ 10,690,722
Gift Purposes Total	\$ 224,754,290	\$ 215,938,436	\$ 233,690,084

**Endowment Market Value and Investment Returns
Three Year History and Average
Chart VII**

	Campus	2004/2005 Market Value	2005/2006 Market Value	2006/2007 Market Value	2005/2006 to 2006/2007 Comparison		2004/2005 Investment Return Rate	2005/2006 Investment Return Rate	2006/2007 Investment Return Rate	Three Year Average	2006/2007 Endowment Distribution	
					Amount	Percentage						
Group I	Bakersfield	\$ 7,293,000	\$ 10,318,028	\$ 16,460,000	\$ 6,141,972	59.53%	9.78%	8.15%	16.53%	11.49%	\$ 261,972	
	Channel Islands	\$ 7,648,602	\$ 10,032,000	\$ 7,722,000	\$ (2,310,000)	-23.03%	7.30%	10.70%	18.10%	12.03%	\$ 4,072,000	
	Dominguez Hills	\$ 5,060,371	\$ 5,959,629	\$ 6,730,000	\$ 770,371	12.93%	9.99%	12.85%	12.70%	11.85%	\$ 380,508	
	East Bay	\$ 5,658,617	\$ 6,132,606	\$ 9,762,407	\$ 3,629,801	59.19%	8.48%	8.94%	14.70%	10.71%	\$ 252,330	
	Humboldt	\$ 12,663,531	\$ 16,083,418	\$ 18,797,000	\$ 2,713,582	16.87%	3.65%	9.30%	15.46%	9.47%	\$ 564,000	
	Los Angeles	\$ 10,836,406	\$ 15,613,315	\$ 18,898,708	\$ 3,285,393	21.04%	11.78%	8.07%	15.27%	11.71%	\$ 411,318	
	Maritime Academy	\$ 1,594,189	\$ 1,730,404	\$ 1,837,049	\$ 106,645	6.16%	8.00%	2.00%	5.30%	5.10%	\$ 59,522	
	Monterey Bay	\$ 3,240,222	\$ 3,832,510	\$ 4,801,223	\$ 968,713	25.28%	2.04%	1.80%	7.20%	3.68%	\$ 345,665	
	San Bernardino	\$ 10,288,284	\$ 11,143,074	\$ 12,651,000	\$ 1,507,926	13.53%	6.23%	5.75%	11.43%	7.80%	\$ 202,000	
	San Marcos	\$ 10,184,000	\$ 11,727,000	\$ 15,157,781	\$ 3,430,781	29.26%	7.40%	7.17%	12.40%	8.99%	\$ 379,400	
	Stanislaus	\$ 7,680,284	\$ 7,837,282	\$ 11,000,000	\$ 3,162,718	40.35%	8.00%	5.30%	10.00%	7.77%	\$ 233,000	
	PEER GROUP I TOTAL	\$ 82,147,506	\$ 100,409,266	\$ 123,817,168	\$ 23,407,902	23.31%	7.51%	7.28%	12.64%	9.14%	\$ 7,161,715	
Group II	Chico	\$ 29,579,432	\$ 30,840,000	\$ 35,741,000	\$ 4,901,000	15.89%	8.80%	11.80%	15.10%	11.90%	\$ 1,652,000	
	Fullerton	\$ 9,828,444	\$ 13,377,264	\$ 17,592,146	\$ 4,214,882	31.51%	9.23%	7.52%	15.92%	10.89%	\$ 316,831	
	Northridge	\$ 47,364,888	\$ 52,663,000	\$ 60,227,000	\$ 7,564,000	14.36%	8.10%	10.78%	15.69%	11.52%	\$ 1,978,000	
	Pomona	\$ 23,606,561	\$ 27,403,799	\$ 33,716,459	\$ 6,312,660	23.04%	3.50%	6.49%	15.55%	8.51%	\$ 1,147,834	
	Sacramento	\$ 15,154,000	\$ 16,353,318	\$ 20,068,853	\$ 3,715,535	22.72%	2.96%	4.55%	10.80%	6.10%	\$ 736,000	
	San Francisco	\$ 31,340,913	\$ 31,543,490	\$ 41,202,000	\$ 9,658,510	30.62%	6.90%	4.02%	12.74%	7.89%	\$ 512,630	
	San Jose	\$ 35,126,000	\$ 39,157,000	\$ 50,020,113	\$ 10,863,113	27.74%	12.00%	9.12%	17.50%	12.87%	\$ 1,640,547	
	Sonoma	\$ 28,511,000	\$ 31,284,000	\$ 37,417,460	\$ 6,133,460	19.61%	5.92%	10.02%	18.52%	11.49%	\$ 977,345	
		PEER GROUP II TOTAL	\$ 220,511,238	\$ 242,621,871	\$ 295,985,031	\$ 53,363,160	18.03%	7.18%	8.04%	15.23%	10.15%	\$ 8,961,187
	Group III	Fresno	\$ 94,485,000	\$ 100,391,000	\$ 112,847,758	\$ 12,456,758	12.41%	9.86%	8.60%	14.03%	10.83%	\$ 5,320,846
Long Beach		\$ 27,880,580	\$ 31,512,977	\$ 36,072,454	\$ 4,559,477	14.47%	7.82%	12.49%	16.04%	12.12%	\$ 1,424,387	
San Diego		\$ 83,425,000	\$ 97,988,000	\$ 113,853,000	\$ 15,865,000	16.19%	11.70%	12.70%	16.80%	13.73%	\$ 4,227,000	
San Luis Obispo		\$ 148,861,122	\$ 164,822,000	\$ 181,723,000	\$ 16,901,000	10.25%	16.57%	13.11%	16.50%	15.39%	\$ 6,494,030	
		PEER GROUP III TOTAL	\$ 354,651,702	\$ 394,713,977	\$ 444,496,212	\$ 49,782,235	12.61%	11.49%	11.73%	15.84%	13.02%	\$ 17,466,263
	Chancellor's Office	\$ 7,222,790	\$ 8,533,205	\$ 9,744,000	\$ 1,210,795	14.19%	6.40%	7.48%	15.22%	9.70%	\$ 184,000	
	SYSTEMWIDE TOTAL	\$ 664,533,236	\$ 746,278,319	\$ 874,042,411	\$ 127,764,092	14.62%	9.69%	10.04%	15.48%	11.18%	\$ 33,773,165	

Note 1: Investment returns as reported on the NACUBO Endowment Survey are net of investment fees.

Note 2: Systemwide investment return is presented as a weighted average.

Note 3: Channel Islands distribution includes a \$3.8 million withdrawal of a term endowment for the intended purpose of building construction.

Note 4: A prior year adjustment was made to Fresno's 2004-2005 Investment Return Rate from 5.00% to 9.86%

**Alumni Data
2006-2007 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	23,971	1,072	183	1,255	\$ 17,099	13,088	1,100	\$ 450,234	85%	\$ 382,703
Channel Islands	1,575	445	9	454	\$ 10,790	1,575	112	\$ 5,454	430%	\$ 23,448
Chico	118,794	3,091	580	3,671	\$ 160,033	110,372	5,601	\$ 1,042,504	29%	\$ 305,320
Dominguez Hills	55,171	207	431	638	\$ 2,590	49,000	160	\$ 170,543	4%	\$ 7,091
East Bay	91,362	1,198	1,311	2,509	\$ 25,280	60,156	1,392	\$ 540,951	5%	\$ 25,280
Fresno	160,113	5,447	2,146	7,593	\$ 207,372	130,340	3,402	\$ 2,783,785	60%	\$ 1,658,038
Fullerton	154,443	3,298	2,137	5,435	\$ 92,791	133,594	5,093	\$ 2,637,096	42%	\$ 1,105,628
Humboldt	47,514	1,051	2,753	3,804	\$ 43,105	42,050	3,581	\$ 507,167	21%	\$ 106,133
Long Beach	207,370	30,819	811	31,630	\$ 54,081	115,877	11,832	\$ 2,309,363	54%	\$ 1,246,274
Los Angeles	106,094	6,090	1,462	7,552	\$ 97,045	26,459	4,025	\$ 1,880,103	6%	\$ 117,877
Maritime Academy	3,617	3,617	0	3,617	\$ -	3,325	588	\$ 113,323	100%	\$ 113,323
Monterey Bay	3,906	223	777	1,000	\$ 32,455	3,848	106	\$ 15,868	69%	\$ 10,963
Northridge	191,036	4,478	863	5,341	\$ 128,750	158,309	3,236	\$ 1,318,782	25%	\$ 333,665
Pomona	104,745	1,284	1,934	3,218	\$ 50,080	33,468	4,143	\$ 1,427,976	59%	\$ 846,433
Sacramento	164,357	2,191	2,266	4,457	\$ 110,060	56,600	3,554	\$ 718,494	46%	\$ 327,253
San Bernardino	54,517	2,608	668	3,276	\$ 59,469	22,632	1,267	\$ 406,839	70%	\$ 284,140
San Diego	184,105	5,107	4,208	9,315	\$ 464,701	69,148	7,683	\$ 3,337,624	53%	\$ 1,759,824
San Francisco	210,700	1,537	1,594	3,131	\$ 37,183	60,000	3,560	\$ 2,837,340	7%	\$ 184,469
San Jose	186,062	4,371	4,414	8,785	\$ 195,741	186,062	4,296	\$ 8,521,803	81%	\$ 6,901,855
San Luis Obispo	128,097	3,335	9,716	13,051	\$ 213,803	51,758	9,841	\$ 6,494,030	64%	\$ 4,140,821
San Marcos	18,988	798	56	854	\$ 23,272	17,029	72	\$ 41,437	12%	\$ 5,000
Sonoma	41,827	1,140	1,098	2,238	\$ 24,497	430	430	\$ 314,544	42%	\$ 130,778
Stanislaus	37,948	52	2	54	\$ 2,380	11,792	518	\$ 74,632	11%	\$ 8,418
TOTAL	2,296,312	83,459	39,419	122,878	\$ 2,052,577	1,356,912	75,592	\$ 37,949,892	53%	\$ 20,024,734

Note 1: 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.

Note 2: Maritime Academy discontinued dues membership in 2006-2007 and counts all alumni that make annual gifts as members.

Note 3: The alumni association numbers represented by CSU Stanislaus represent activity prior to ending its dues membership program in October 2006.

COMMITTEE ON INSTITUTIONAL ADVANCEMENT

Council for Advancement and Support of Education Awards

Presentation By

Richard West
Executive Vice Chancellor and
Chief Financial Officer

Summary

This information item acknowledges California State University recipients of the 2007 Council for Advancement and Support of Education (CASE) Awards.

Background

2007 CASE District VII Award of Excellence Recipients

Each year, CASE honors superior achievement in the field of university advancement. At this year's CASE District VII and VIII Conference, CSU campuses were recognized by CASE for outstanding communications and best practices in advancement.

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

California State University, Chico

Gold in Outstanding Communications: Individual Alumni Relations or Fundraising Publications, *Quest to be the Best*

California State University, Fresno

Gold in Best Practices in Public Relations or Government Relations, *IAMFRESNOSTATE*
Silver in Outstanding Communications: Identity Programs and Logos, *IAMFRESNOSTATE Identity Package*

California State University, Long Beach

Gold in Outstanding Communications: Internal Audience Newsletters/Tabloids, *Inside CSULB*

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California State University, Northridge

Gold in Outstanding Communications: Print Advertisements, *If You Think This is Dated*
Ad Campaign

California State Polytechnic University, Pomona

Gold in Outstanding Advancement Services Initiative, *Strategic Prospect Management Initiative*

Silver in Outstanding Communications: External Audience Newsletters/Tabloids,
Panorama

Bronze in Outstanding Communications: Photography – Single or Series, *Chemistry Professor*

San Francisco State University

Bronze in Outstanding Communications: Magazine, *SF State Magazine*

California Polytechnic State University, San Luis Obispo

Silver in Best Practices in Educational Fundraising: Campaigns/Major Gifts/Stewardship Initiative, *Cal Poly Animal Science Facilities Campaign*

Gold in Outstanding Communications: Special Print Materials, *Parent Handbook*