

TO THE HORIZON:

Building a New Legacy for California's Future



PHILANTHROPIC SUPPORT 2015-2016



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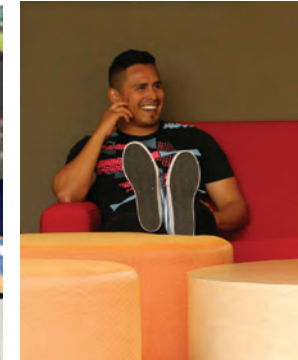
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TO THE HORIZON:

Building a New Legacy for California's Future



Dear Friends —

It is my pleasure to share with you many of our philanthropic successes this year and express my deepest appreciation for your continued support.

The stories in this year's report are testaments to the dedication, commitment and generous leadership of our incredible donors and champions — like you — who share in the success of the California State University.

This year, we exceeded our own expectations — both in dollars and impact.

Comprehensive campaigns — like the *Campaign for SDSU* and *Bold. Thinking.* at San Francisco State — far surpassed their respective fundraising goals for the year. Numerous scholarships, programs, and research and academic enrichment funds were established across the CSU to enhance our educational mission, while endowed legacy gifts and estate commitments continue to build a path for excellence today and into the future.

I view these gifts as a larger story arc of this university.

I am convinced that the CSU and its 23 campuses stand as a beacon for diversity — of people, pedagogy and place. Yet, we all share one singular purpose: to give students access to possibility, leading to personal transformation and lasting impact for California.

We educate the full breadth of those who work and live in our golden state. We teach our students to think and create beyond the lab, library, studio and lecture hall — and apply learning in the neighborhoods, forests, deserts, fields, great cities and majestic coastlines that define California.

We encourage our students to be passionate, empathetic and forever curious. We ask them to be mindful of our planet, empathetic toward others, and consequential in their actions. We look to them to embody the Californian spirit.

I also wish to share with you what's next on the horizon — and where your continued support and advocacy will be critical.

This past January, I committed our campuses to two audacious goals — to dramatically improve our four-year, six-year and transfer student graduation rates, while ensuring that every student, regardless of background, has the same opportunity to achieve and succeed.

I call it our *Moon Shot*. And like the Apollo missions that transfixed our world — and changed it in the process — *Graduation Initiative 2025* is the CSU's signature effort. It stands among the most audacious, intensive and forward-thinking undertakings in our six-decade-plus history.

Your continued support will be vital to its success. Your generosity will shape our efforts to ensure opportunity for all students, regardless of circumstance. Your leadership will define the story of the California State University for decades to come.

Last year, we asked our friends to join us as we advanced together. This year, we are looking to the horizon. Next year — with your continued support — we will go further than we ever have.

For California,

Timothy P. White
Chancellor



OVERVIEW

2015-2016: Our Legacy Year

A legacy of philanthropic support continues to grow throughout the California State University. This past year, the CSU has seen increases in philanthropic support with an all-time high of \$489 million in charitable gift commitments, thus, furthering our systemwide efforts and educational mission to provide access to opportunity for all Californians.

On campus and across the system, our eyes are focused on the horizon.

Over the past year, we witnessed firsthand the power of *1,000 Hornets*, *CSUN Rising*, and *SB Strong*. We saw campuses ready to *Transform Tomorrow* by moving *Forward Together*.

We were introduced to Stan State – and reintroduced to its wildly successful *One Purpose* scholarship campaign, now in its second year.

We celebrated as Cal State Monterey Bay, Cal Poly San Luis Obispo and Cal State San Bernardino received the largest gifts in their respective histories – gifts that will transform and shape the futures of hundreds of thousands of students and alumni.

We honored the legacy of a distinguished Cal Maritime alumnus, his wife and family – all lifetime *Keelhauler* supporters – through a new endowed scholarship fund.

We thanked current and emeritus faculty and staff for their gifts to Cal State Fullerton, Sacramento State and San José State, which will fund endowed scholarships for students studying journalism, Asian and Asian American studies, government, history, environmental studies and Californian literature.

We stand forever grateful for the numerous gifts from systemwide and campus foundation board members to fund mobile *Fab Labs*, establish endowed faculty chairs, expand STEM education and provide endowed scholarships for student-athletes.



We established two new centers at San Francisco State and Cal Poly Pomona – funded by members of the community – dedicated to studying and supporting diaspora communities throughout California and the country.

Indeed, this past year, we witnessed, celebrated, honored, established, thanked and have been introduced to a lot.

These gifts and stories – through your continued generosity and support – have charted our course forward and further illustrate our shared intent to go to the horizon and beyond.

Because of your support, the CSU has worked to find solutions to our most demanding challenges, from protecting California's citrus crops to detecting gravitational waves in our universe and from working to ensure the basic needs of all students to setting audacious goals with our own *Moon Shot* through Graduation Initiative 2025.

For all this, and more, we thank you.





By The Numbers

More people – alumni, faculty, staff, trustees, champions, supporters and friends – gave to the California State University in 2015-2016 than at any other point in our six-decade history.

This year, the CSU reached an all-time high of 242,000 individual donors, an annual increase of nearly 11,000 over the prior year. The increase was energized by our growing network of 3.3 million alumni which collectively reaffirmed its commitment to the values and vision of the university. An additional 5,500 alumni made gifts to the CSU in 2015-2016 compared to the prior year.

The increase in individual donors powered gift commitments to the CSU and its 23 campuses, which increased by 22 percent – over \$86.7 million – to a record-high of nearly \$489 million.

Endowments continue to reinforce the dynamic needs of the CSU community. The total market value of CSU endowments reached \$1.4 billion systemwide. These endowments distributed \$46 million in 2015-2016 to support student scholarships, research, creative activities and other programs. Donors contributed an additional \$64 million to endowments.

A majority of all gifts serve the immediate needs of CSU students, faculty and staff. These gifts provide students from California's diverse and dynamic communities access to educational opportunity and achievement, facilitate innovative teaching and advisement, and enhance the learning environment and student experience.

In 2015-2016, the CSU received more than \$181.4 million in support of these efforts:

- \$26.8 million for student scholarships
- \$49.2 million for academic enrichment
- \$10.5 million for directed research
- \$2.1 million for faculty support
- \$3.6 million for library resources
- \$17.5 million for athletics
- \$34.8 million for public service programs
- \$1.9 million for facility improvements
- \$35.0 million for additional university priorities

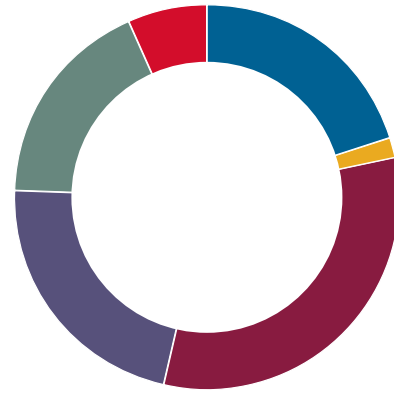
Unrestricted support of \$10.3 million represents 3.31 percent of all gifts received and is available for high priority needs. Additionally, campuses received \$22.3 million in property and capital improvement gifts for facilities and equipment.

Philanthropic support across the CSU provided \$53 million in private scholarships to CSU students. Combined with state and federal student aid, 80 percent of the CSU's nearly 475,000 students receive assistance, reducing financial burdens of college for students and their families.



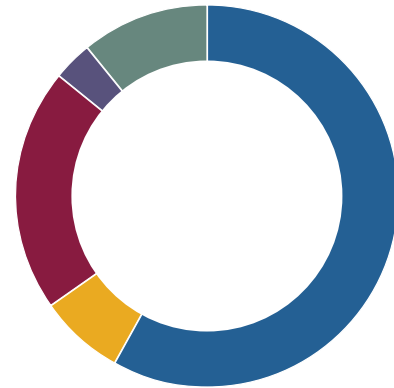
CHARITABLE GIVING

Charitable Gifts by Source



Alumni	20.14%
Parents	1.56%
Other Individuals	31.92%
Foundations	22.00%
Corporations	17.75%
Other Organizations	6.62%

Charitable Gifts by Purpose



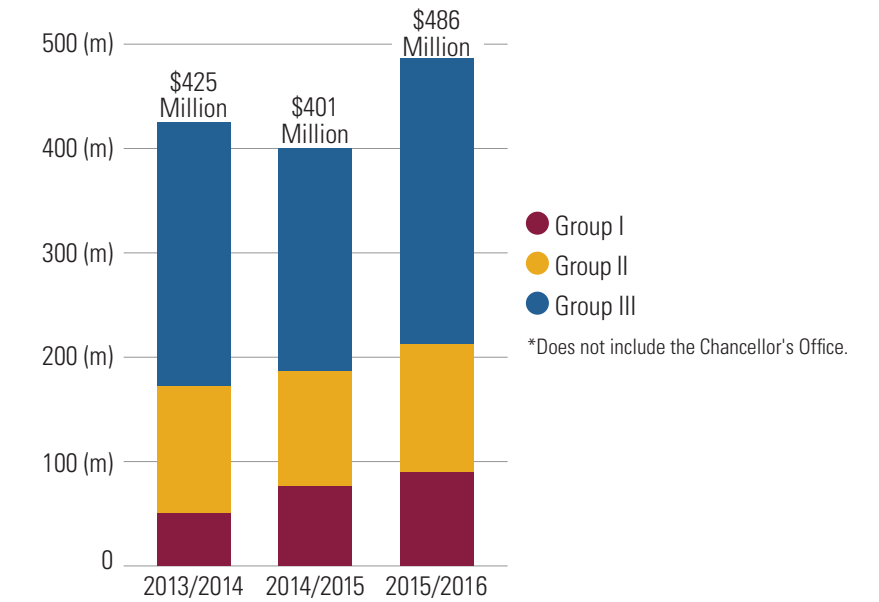
Current Programs	58.29%
Campus Improvements	7.15%
Endowment	20.64%
Unrestricted	3.31%
Other	10.60%

\$489
MILLION
GIFT COMMITMENTS

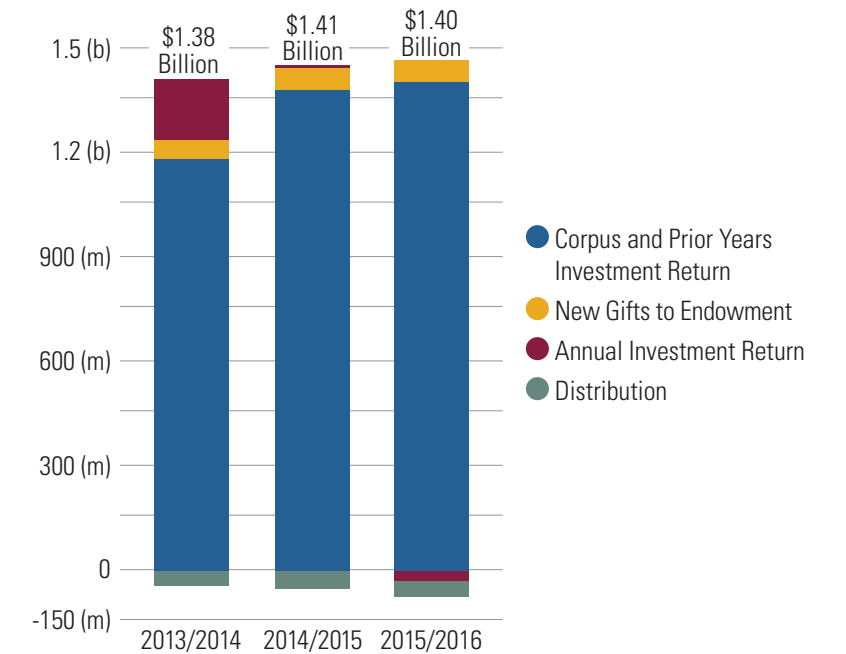
\$311
MILLION
GIFT RECEIPTS

\$53
MILLION
PRIVATE SCHOLARSHIP
SUPPORT

Three-Year History of Charitable Gift Commitments by Peer Group*



Endowment Market Value



“I hope it is an extension for students and an extension of their classroom experience,” Johnson said of her donation to Cal State Fullerton. “You can only get so much out of a textbook. I hope this helps a student travel to a country or get some journalism experience overseas.”



STUDENT SCHOLARSHIPS



President's Scholars

Two CSU Alums Give Support to President's Scholars

California State University, Long Beach alumnus Thomas Corbett, and his wife, CSU San Marcos alumna Carolyn Corbett, donated \$100,000 to CSULB to establish the *Thomas and Carolyn Corbett Presidential Scholar Endowment*, benefiting top-performing *President's Scholars*.

The *President's Scholarships* program is the most prestigious merit-based scholarship awarded by Cal State Long Beach. The idea behind the scholarship – and the title of *President's Scholar* – is to reward and foster academic excellence by making a very special scholarship and educational opportunity available to the state's best and brightest students.

Innovative Commitments, with an Ocean View

Joel and Dena Gambord both came from modest upbringings, together building a portfolio of real estate holdings in California. With roots in California's central coast, the Gambords have retired in Pebble Beach – minutes from California State University, Monterey Bay – and maintain a strong interest in improving access to public education, entrepreneurship and nursing programs for the Central Coast's future generations.

This past year, Joel and Dena Gambord made another incredible commitment to their educational interests through a \$10 million gift to Cal State Monterey Bay – the largest philanthropic gift received in the university's 22-year history – which is supporting two faculty endowed chairs and a student scholarship and entrepreneurial fund. The gift is also supporting students and faculty in the CSUMB College of Business, the School of Computing and Design, nursing program – and all students with a deep interest in entrepreneurship.

To honor the generous legacy of the Gambord family, Cal State Monterey Bay recently named a new 58,000 square foot building in honor of their gift and dedication – the *Joel and Dena Gambord Business and Information Technology Building*.



The Joel and Dena Gambord Business and Information Technology Building

A Powerful Gift to Honor Two Lifetimes

Lupe Compean is not a graduate of San José State University, but believes very strongly in the mission of the CSU and the importance of education. Born in Texas in 1926, Lupe and her late husband, Ramiro, moved to San José in 1956. Ramiro worked for a construction company, and together, he and Lupe saved money to purchase their first home. Later they continued to buy commercial and residential properties throughout the Bay Area.

Lupe wished to share her decades of success in real estate with a \$15 million commitment to San José State, which will create several endowment funds focused on supporting foster student success, scholarships for emancipated foster youth – the *Guardian Scholars*, a merit scholarship for high-performing students, and support for the Student Union.

Lupe Compean made her gift to support students and demonstrate that with hard work and diligence, anyone can achieve what she has. To honor her generosity, San José State recently named the *Ramiro Compean and Lupe Diaz Compean Student Union*, in recognition of Lupe and Ramiro's powerful legacies of service and leadership.

Founding Universities, Ensuring Legacies

California State University Channel Islands honored Richard Rush, its founding president, at a farewell dinner held at the Ronald Reagan Presidential Library. President Emeritus Rush officially retired in August 2016 following many decades of service to the CSU and its San Diego, San Marcos and Channel Islands campuses.

With President Reagan's famed *Air Force One* as backdrop, business, education and community leaders joined students, faculty, staff, alumni, administrators and friends of CSU Channel Islands to celebrate the founding legacy of President Rush, while also raising over \$119,000 to support scholarships and programs on campus.



Grand opening of the Ramiro Compean and Lupe Diaz Compean Student Union



Dr. Rush welcoming a group to the First Society of Distinction celebration

STEM Scholars Gain Advantage

STEM Advantage renewed its commitment to California State University, Dominguez Hills through a \$225,000 pledge to continue supporting a scholarship, mentorship and internship program for students majoring in the STEM fields.

The program launched in 2012 with nearly 50 students selected as *STEM Advantage Scholars* and has since benefited from the support of STEM Advantage. Program scholars gain relevant and practical work experience through paid internships at leading companies and develop technical, communication, problem solving, collaboration and critical thinking skills.

Scholars also receive one-on-one mentoring to support personal and professional growth and build confidence, knowledge and experience through hosted workshops.

Remembering Tom and Helene Lytle, Forever Keelhaulers

As a California State University Maritime Academy alumnus, Tom Lytle ('56) was a regular at events on- and off-campus, involved in the CSUMA Alumni Association and was even known to attend commencement ceremonies each spring. Tom, along with his wife Helene, were founding members of Cal Maritime's Golden Bear Society, consisting of friends of the academy who make legacy gifts of \$25,000 or more.

Sadly, Helene passed away in 2014, and Tom passed a year later. Yet, their legacy – and their deep passion for Cal Maritime – lives on through the *Thomas F. Lytle and Helene E. Lytle Scholarship Endowment*, created by a significant gift from their estate to help support future generations of cadets.

"My dad felt that the education he received at the Academy was top-notch, particularly in mathematics which helped him prepare to become a navigator on the U.S.S. Vega," said Tom and Helene's daughter, Anne Harry. "It was important to my parents to give back to the schools that gave them the strong foundation to succeed."

“Throughout his adulthood, [Tom Lytle] remained very close friends with many of his Academy classmates,” said daughter Anne Harry. “He stated that one of the advantages of going to a small school was that they became a very close knit group.”

“My dad’s experience at the Maritime Academy and in the U.S. Navy was an integral part of who he was,” said Harry. “I can’t remember not knowing that the Maritime Academy was an important part of our family history.”





One Purpose annual scholarship campaign

◀ One Purpose, Many Paths

Stanislaus State's *One Purpose* annual scholarship campaign completed year two of its efforts to raise support for student scholarships. Spearheaded by a team of 125 volunteers, *One Purpose* raised over \$400,000 in 2015-2016 for student scholarships.

Humboldt State Alumna and Emeritus Professor Support Music Education

Humboldt State University received over \$100,000 from two donors to support music education. Retired educator and alumna Virginia Carder and emeritus music professor Charles Moon each contributed over \$50,000 to endow new music scholarships.

The *Carder Music Scholarship* will provide a minimum of \$1,500 annually to a music student with a passion for string instruments, while the *Charles L. Moon Scholarship* will provide two \$1,000 scholarships annually to one gifted piano student and one music theory student.

Honoring Beloved Professors, Rewarding Academic Passions

Humboldt State University alumnus Larry Westmoreland established the *Larry Westmoreland Honored Professor Scholarship*, a commitment that will award five scholarships over the next five years paying tribute to different beloved professors – and their academic passions – on campus. The scholarships will be awarded to a student majoring in the discipline taught by the honored professor.

For Larry Westmoreland, the honored professor scholarships are a way to help students pay for college, while also recognizing the professors who helped shape his – and hopefully the scholarship recipient's – life and career.



ACADEMIC ENRICHMENT

Toyota Joins Dominguez Hills to Build Mobile Fab Labs

With the help of California State University, Dominguez Hills alumnus, Michael Rouse, Toyota committed \$750,000 and provided four custom-built Tundra trucks to support the university's *Mobile Fab Lab* project and STEM education.

The W.M. Keck Foundation, a leader in ensuring STEM education throughout Los Angeles, donated \$300,000 to the project.

CSU Dominguez Hills will have the first *Mobile Fab Lab* fleet in the greater Los Angeles area and will serve as a model for other universities and organizations to follow. Created by MIT's Center for Bits and Atoms, Fab Labs – short for *Fabrication Laboratory* – are innovative and accessible spaces where students, faculty and community members can learn how to create virtually anything through design software, lasercutters and 3D printers.

Rouse, who recently retired as vice president at Toyota Motor Sales and president of the Toyota USA Foundation, helped develop the strong relationship between the automaker and the university as a board member of the CSUDH Foundation.



Estate Gifts Make Lasting Impact

Endowed funds were received from the estate of Hazel Cramer to establish the first endowed chair at California State University, Sacramento. Part of a \$4 million trust, funds were given to secure a renowned expert in public policy and administration, the first position of its kind in the university's seventy-year history.

Emeritus Professor Thomas D. Swift, who passed away in 2016, established an endowment to fund six scholarships for students in history, Asian and Asian American studies, government and journalism, and environmental studies at Sacramento State. Through his generous legacy, a travel scholarship to Japan was also established for students with a minor in Japanese.

The estate of Thelma Antoinette Ryan, Ph.D., has established the *T.A. Ryan Endowed Faculty Development Fund* at Sacramento State through a gift of over \$300,000. The development fund – the largest of its kind on campus – will honor the legacy of Dr. Ryan through the funding of research and faculty development in support of the Sacramento State Division of Criminal Justice.





Building Places, Fortifying Legacies

The *Engineering and Interdisciplinary Sciences Complex* at San Diego State University has benefited from the incredible generosity of three forward-thinking leaders in the Aztec community, including two alumni.

San Diego State alumnus Edward J. Brown, Jr. (College of Engineering, '79) facilitated a \$1 million gift to the university on behalf of his company, Cymer LLC. In honor of the company's generosity, SDSU named the entrance space to the Engineering and Interdisciplinary Sciences Complex – utilized by students, faculty and staff as a place to meet, study and relax – as *Cymer Plaza*.

Cymer LLC – of which Brown is president and chief operating officer – is a longtime employer and internship provider to SDSU students. In 2012, the company gave \$300,000 to the SDSU to upgrade the *Doc Morris Lab*, a core part of the university's physics program. In addition, Cymer LLC has supported numerous student projects in engineering, computer sciences and physics.

A \$4 million gift to SDSU from the Moxie Foundation – led by CEO and chairman, Irwin Zahn – will be used to create and endow the *Zahn Innovation Platform* (ZIP), a campus-wide hub for cross-discipline collaboration, creative problem solving, exploration of new ideas and the launch of new ventures. As part of the Engineering and Interdisciplinary Sciences Complex, ZIP will house three different components designed for the university community to interact in the ethos of innovation: the ZIP Launchpad, ZIP Lab, and ZIP Lounge.

Irwin Zahn is the founding donor of the Zahn Innovation Center at SDSU and the chairman and CEO of the Moxie Foundation. ZIP is part of a larger \$5.125 million commitment from the Zahn family and the Moxie Foundation to SDSU.

SDSU honored longtime champion and supporter, Terry Atkinson, with the naming of *Terry Atkinson Hall*, a former geography annex that will now house the university's advancement staff.

Over the years, Atkinson has contributed to SDSU in both dollars and devotion to the university's mission, giving more than \$3 million to the university and serving on the board of the Campanile Foundation. In addition, Atkinson has volunteered countless hours to champion and represent the Aztec Family throughout the San Diego County region and the state and has solicited millions of dollars in contributions to the *Campaign for SDSU* and the *Campanile Foundation Endowed Chair*.

And SDSU recognized a \$1 million gift commitment by alumnus William E. Leonhard (College of Engineering, '64). The newly-named *William E. Leonhard Entrepreneurial Center Floor* at the Engineering & Interdisciplinary Sciences Complex will supplement and support students, programs and projects.

Sustaining the Next Generation of Journalists

California State University, Fullerton associate professor emeritus of communications, Carolyn Johnson, recently made a \$25,000 donation to the highly-regarded Department of Communications to establish the *Journalism Endowment Fund*.

The *Journalism Endowment Fund* will assist students and faculty involved in Cal State Fullerton's journalism concentration program. This connection – and fostering the education of future journalists – is of particular importance to Johnson, who spent the majority of her tenure at Cal State Fullerton teaching news reporting and feature writing.

Malavalli Family Foundation Creates STEM Education Endowment

Dr. Kumar Malavalli, a California State University, East Bay Educational Foundation board member, has pledged \$1 million to the university through his Malavalli Family Foundation to create an endowment in support of STEM education and outreach.

With particular emphasis on early math literacy in grades K-3, Cal State East Bay's *Malavalli Family Excellence in STEM Early Education* program will receive generous annual support to continue building deeper relationships with East Bay schools, parents, and teachers, and prepare the future teachers who will transform STEM education for decades to come.

“I chose Cal State East Bay both for the university itself and the surrounding area,” said Kumar Malavalli. “I believe STEM education lays a strong foundation for students to succeed throughout their journey, all the way from kindergarten to the university, and for them to become engaged members of their communities.”





Chevron Corporation's continued support of STEM

DIRECTED RESEARCH

New Centers Enrich Students, Diaspora Communities

Continuing a long and proud legacy of ethnic and social studies, San Francisco State University established the *Center for Iranian Diaspora Studies* following the generous gift of \$5 million from Iranian-American philanthropist – and San Francisco State alumna – Neda Nobari.

The *Center for Iranian Diaspora Studies* will greatly enrich the study of the contributions of the Iranian diaspora to host communities in the United States and abroad, explore new research and scholarship methods, and build on San Francisco State's standing as a national leader for ethnic studies.

California State Polytechnic University, Pomona recently established the *Asian American Transnational Research Initiative*, endowed by a \$100,000 gift from philanthropist Julia Huang. The initiative is tasked with better understanding the impact of Asian American communities across the nation and around the world.

Boosting the STEM Education Pipeline

Chevron Corporation provided continued support to California State University, Bakersfield through nearly \$900,000 for campus initiatives, including the *Research Experience Vitalizing Science* (REVS-UP) program, which revitalizes K-12 science teachers and boosts high school students' interest in STEM through hands-on research projects.

The Cal State Bakersfield *School of Natural Sciences, Mathematics and Engineering* also acquired new equipment – critical to spurring innovation and discovery for students and faculty – through Chevron's continued generosity.

Emeritus Faculty Gift Strengthens Steinbeck Center

The estate of professor emeritus of English and comparative literature, Martha Heasley Cox, will provide San José State University with a gift of \$4.8 million to support a research center named in her honor, the *Martha Heasley Cox Center for Steinbeck Studies*.

The bequest will also fund two more programs, the *Martha Heasley Cox Lecture Series* and the *Cox-Manville Steinbeck Bibliography of Everything Steinbeck*.

Cox, who taught at San José State for 34 years, passed away in September 2015 at the age of 96. The bequest from Cox's estate puts her total lifetime gifts to the university at \$5.5 million, the largest total ever for a faculty member.

Martha Cox began teaching at San José State – then known as San José State College – in 1955. She soon began building an extensive collection containing the works of author and Salinas native John Steinbeck, with her collection becoming so large that it was included in the plans for SJSU's Dr. Martin Luther King Jr. Library, which opened in 2003, where the center is housed.

Chico Campaign Builds Research-Focused Labs

In 2016, California State University, Chico celebrated the *Transform Tomorrow* campaign's first renovation – a \$600,000 project to expand the *Concrete Lab* in the College of Engineering, Computer Science, and Construction Management. The lab is already serving more students from multiple disciplines and supporting faculty-student research projects.

Chico State also received a capital gift to augment its new state-supported Arts and Humanities Building, which opened in Fall 2016, and has since identified two new capital projects – a new agricultural center for the University Farm and a new College of Business building.



The Martha Heasley Cox Center for Steinbeck Studies



Expansion of the Concrete Lab at Chico State



Science and Agriculture Teaching and Research Get Boost from Alumni Donors

Longtime California Polytechnic State University, San Luis Obispo supporters William and Linda Frost pledged \$20 million for the planned *Science & Agriculture Teaching and Research Complex*.

The Frosts' generosity – William is a proud alumnus, graduating with a degree in biochemistry in 1972 – will help establish a new undergraduate research and technology complex in the heart of Cal Poly San Luis Obispo's campus for the College of Science and Mathematics, the College of Agriculture, Food & Environmental Sciences, and the College of Liberal Arts.

The gift from William and Linda Frost matches Peter and Mary Beth Oppenheims' 2015 commitment as the largest cash pledge in Cal Poly San Luis Obispo's history. In addition, the Frosts continue to fund scholarships for science and mathematics students, as well as summer research opportunities.

Marine Construction Lab Gets Massive Lift from Long Beach Port

The Port of Long Beach, a longtime partner of California State University, Long Beach and the second-busiest container port in the United States, donated \$250,000 to the Cal State Long Beach College of Engineering to help fund equipment for its *Port of Long Beach Marine Construction Laboratory*, a new state-of-the-art facility dedicated to the study of underwater structures, materials, and construction methods.

As ports across the United States and the world expand to meet the demands of increased global trade – particularly across the Pacific – and extra-large, modern container ships, programs like the *Port of Long Beach Marine Construction Laboratory* at CSULB will provide opportunities for students and faculty to engage in hands-on, applicable research and scholarship.



PUBLIC BENEFIT



Irvine Foundation Supports Teacher Training and College Prep

The James Irvine Foundation provided two grants to California State University, Long Beach for a combined \$800,000 to support teacher training and college preparation.

A \$650,000 grant will support the Cal State Long Beach College of Education's *Linked Learning* clinical teacher training program, while a \$150,000 grant from the James Irvine Foundation will fund a complementary program, *Bridging the Gap*, which is designed to create more seamless transitions from high school to college.

Recognizing Leadership, Sustaining A Vision

A recent \$1.1 million contribution from several donors will establish a permanent endowment to develop a center at California State University, Fresno into a national model for policy, leadership training and professional development. The donation – made in honor of former Fresno State President John D. Welty – will support the newly-named *John D. Welty Center for Educational Policy and Leadership*.

Dr. Welty was the seventh president in Fresno State's 103-year history and a champion for educational and economic growth in the Central Valley through higher education. Under his leadership, Fresno State doubled its graduation rate and tripled the number of Hispanic students who earn a college diploma.

The John D. Welty Center for Educational Policy and Leadership, formerly the Central Valley Educational Leadership Institute, remains a point of pride and passion for Dr. Welty. The establishment of the John D. Welty Center for Educational Policy and Leadership will sustain Dr. Welty's passion for improving the educational and economic condition of the region.

Countering Hate through Education

The recent tragedy at a gay nightclub in Orlando inspired a local philanthropist to pledge \$200,000 to the *Pride Center* and the *LGBT studies program* at San Diego State University.

David Gubser, who moved to San Diego from Glendale with his partner two years ago, said that he "couldn't think of a better way to accomplish the goal" of educating more people about the LGBT community than by contributing to SDSU's efforts on campus and in the community.

Gubser has committed to two \$100,000 gifts through his will to the SDSU Pride Center and an endowed scholarship in the LGBT studies program, respectively.

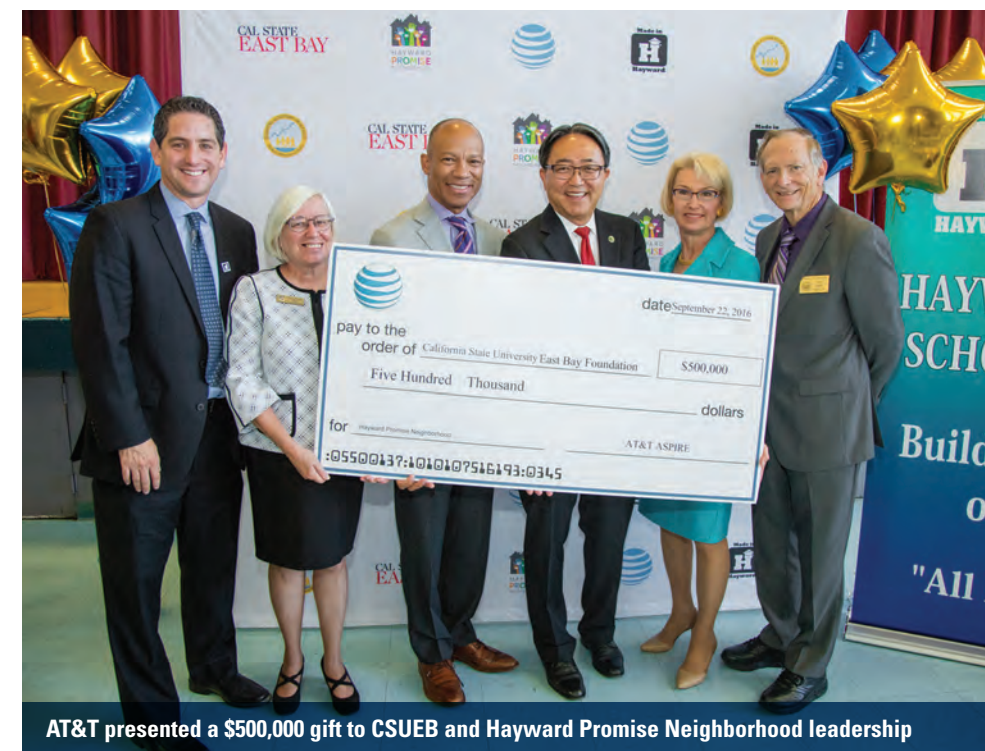
High Speed Rail, High Impact Giving

California's Central Valley is the epicenter of the state's new high speed rail – both in the future rail route, which will connect Los Angeles and San Francisco, and in the education of engineers, operators and other careers in the STEM fields.

To help meet the needs of California's future transportation needs, CSR Qingdao Sifang Locomotive & Rolling Stock Company gave over \$400,000 to Cal State Bakersfield to support high speed rail education in the *School of Natural Sciences, Mathematics and Engineering*.

East Bay Community Partners Give Promise to Hayward Students ▶

Telecommunications company AT&T continued its support of the California State University, East Bay community through a new \$500,000 pledge to support the *Hayward Promise Neighborhood Aspire High School Achievement Program*, which supports academic success, retention and career readiness for K-12 students through mentorship and tutoring.



AT&T presented a \$500,000 gift to CSUEB and Hayward Promise Neighborhood leadership

STUDENT ATHLETICS

Alumni Gifts A 'Hole In One' for Spartan Golf Complex

San José State University's Spartan Golf Complex, a \$10.2 million project, will be the first-ever on-campus training facility for men's and women's golf. The entire project was funded by private giving, including a \$5 million lead gift commitment from entrepreneurs, financial industry executives and alumni Rich and Cindy Thawley.

Donald and Sally Lucas, fellow alumni and longtime major donors to San José State, also committed \$1 million to support construction of the *Spartan Golf Complex*, with phase one of the project slated for completion in December 2016.

San José State's impact on collegiate golf remains massive. The Spartans are one of only 11 NCAA programs nationally with both an individual men's champion and women's champion, and are one of only nine programs to claim a NCAA Division I Men's Golf Championship and Division I Women's Golf Championship. In fact, the SJSU women's golf program has won three national championships – in 1987, 1989 and 1992.

Tennis Champions' Legacy for Students and Youth

Tennis legend, LGBTQ advocate and California State University, Los Angeles alumna Billie Jean King continued her tradition of giving to her alma mater through the establishment of the *Rosie Casals and Pancho Gonzalez Tennis Center*. King's philanthropic and collaborative efforts with Cal State LA recognizes two tennis greats, Rosie Casals and Pancho Gonzalez, who themselves have worked tirelessly on behalf of students and youth.

In total, King, Casals and the Gonzalez family have helped the university raise more than \$2.5 million for the tennis center and Cal State LA students.

In addition to hosting numerous collegiate and public-access activities each year, the *Rosie Casals and Pancho Gonzalez Tennis Center* will also serve as the Southern California home of the Richard Pancho Gonzalez Youth Foundation, an organization dedicated to the advancement of the Latino/a community.

A Real Grand Slam

Bob Bennett, a Fresno native, student-athlete and two-time alumnus, became the winningest baseball coach in Fresno State history leading the Bulldogs to a record 1,302 wins in his 34 seasons in the dugout. Bennett helped Fresno State build Beiden Field into a first-class facility and was largely responsible for the Bulldogs becoming a model in the area for ticket sales, fan support and community pride.

In honor of Bob Bennett's three-and-a-half decades of leadership, philanthropy and dedication to the students of Fresno State and the entire Fresno community, the university renamed its baseball facility to *Bob Bennett Stadium*. An alumni-filled ceremony before the Bulldogs' home game against San Diego State on May 7, 2016, made the honor official.

Under his leadership, Fresno State baseball consistently led the nation in game attendance, and in the community, Coach Bennett helped spearhead the campaign to raise \$2.2 million to refurbish Beiden Field in 1983.

Bob Bennett retired in 2002 after guiding the program to 17 conference titles, 21 NCAA regional appearances and two College World Series appearances.

Water Polo Alumni Legends Revive Traditions

Peter and Virginia Ueberroth, both San José State University alumni, pledged \$1 million to support and sustain the reinstatement of the university's *men's water polo program*, which was disbanded due to budget cuts in 1981.

The Ueberroth's gift was made to honor Ed Rudloff, the legendary water polo coach that recruited Peter, who went on to captain the men's team – winning two state college titles. Rudloff, whose coaching career spanned over three decades, including three seasons at SJSU, was inducted to the USA Water Polo Hall of Fame in 2010.

Peter went on to become one of the leading businessmen in the country and served as the president of the Los Angeles Olympics Organizing Committee in 1980, and later, commissioner of Major League Baseball from 1984 and 1989. He was also the chairman of the United States Olympic Committee from 2004 to 2008.



Groundbreaking ceremony for the new Spartan Golf Complex



Ceremony for the naming of Bob Bennett Stadium



Groundbreaking of the Rosie Casals and Pancho Gonzalez Tennis Center

Alumni Roots Spur Renovations to Matador Field

California State University, Northridge received a \$1.5 million gift from entrepreneur and alumnus Irv Zakheim, which will go toward much-needed renovations to the Matador Baseball Field.

Zakheim (Physical Education, '71) was the starting second baseman for CSUN in 1970, when the Matadors won the Division II national baseball championship. Forty-five years later, Zakheim still appears on several of CSUN baseball's all-time record lists.

Zakheim went on to play professionally for the Chicago White Sox minor league system, and later founded Zak Designs in 1976.

Alumni Support for Student Athletes, Golf Program

California Polytechnic State University, San Luis Obispo Foundation Board chair Bill Swanson (Industrial Engineering, '73) and his wife, Cheryl, gave the largest gift in athletics history – a \$10 million commitment to the university's golf program.

The historic gift will establish the *Swanson Cal Poly Golf Program Endowment* that will provide scholarships for both the men's and women's golf teams, including first-generation and engineering student-athletes.

In addition, the Swansons' gift will provide enhanced support for program operations, including tournament travel and recruitment.

“[Irv Zakheim] was a champion on the ball field and is one in his professional field as well,”
CSUN President Dianne F. Harrison said.
“Now, he’s helping us build toward future championships.”





UNIVERSITY SUPPORT

Anonymous Donor Gives \$10 Million In Land to Cal Poly

The California Polytechnic State University, San Luis Obispo College of Agriculture, Food & Environmental Sciences received an anonymous bequest commitment of land valued at \$10 million.

The incredible gift ensures that the land, located in California, remains as a working ranch that will support the university's unique *Learn by Doing* opportunities for countless Cal Poly San Luis Obispo students.

Vinology and Generosity

With construction underway on the new home for the *Wine Business Institute* at Sonoma State University, a \$200,000 gift from Roy and Rachael Cecchetti – founders of Cecchetti Wine Company – will help bolster and support the new *Wine Spectator Learning Center*, which will be located in the institute's new facility.

The Cecchetti family's generosity to Sonoma State will be recognized in the *Roy and Rachael Cecchetti Campus Lawns Stairway*, which will connect the new building with existing lawns and international-themed gardens adjacent to the campus lakes. Roy Cecchetti earned his MBA degree at Sonoma State in 1989 and was recently appointed to the Wine Business Institute board of directors.

Long Beach State Alumna Works to Increase Student-Alumni Connections

California State University, Long Beach alumna Kathleen Reams Hansen committed an additional \$400,000 to the new *Alumni and Visitor Center* to help fund construction, strengthen connections among current and former students, and inspire higher levels of alumni and community engagement.

Campaign for Channel Islands Surpasses Goal

California State University Channel Islands recently completed its two-year *Campaign for CI* – the university's first comprehensive campaign in its history. Focusing on several initiatives critical to student and university success, CSU Channel Islands surpassed its \$10 million goal in gifts and gift commitments.

Engaging Today, Transforming Tomorrow

As part of the university's initial phase of its *Transform Tomorrow* comprehensive campaign, California State University, Chico launched its first annual leadership giving society, the *Tower Society*, to reengage, energize, and recognize Wildcat alumni, parents, and friends. In its inaugural year, 479 members contributed \$3.9 million to support areas across the university.

To harness the affinity of recent alumni, Chico State created a *Graduate of the Last Decade* (GOLD) membership level. To date, 187 GOLD members have contributed nearly \$53,000 to the university.

Inspired by the *Tower Society*, Chico State students launched the university's first *Student Philanthropy Council*, growing the number of student donors from 39 in 2014-2015 to almost 1,800 in 2015-2016.

The Power of Volunteerism

Volunteerism defined the philanthropic year for Stanislaus State. The university's foundation board and members of the alumni council – which includes a *Who's Who* of regional business and civic leaders – contributed over \$500,000 to Stanislaus State to improve the student experience, enhance the academic environment, and grow an educated workforce.



Longtime CI supporter Jerry Scott with an award recipient at the Annual Scholarship Reception



Tower Society's first annual Leadership Giving Society



Forward Together

California State University San Marcos publicly launched its first comprehensive campaign, *Forward Together*, in September 2015 with the ambitious campaign goal to further fuel the university's commitment to preparing tomorrow's leaders, building great communities and solving society's critical issues.

A bold initiative for a campus less than three decades old, *Forward Together* has raised more than \$30 million to date, over 60 percent of the \$50 million goal.

The family of Janet R. 'Jean' Kellogg continued her generous and faithful support of Cal State San Marcos with an estate gift of \$500,000 to fund library programming and outreach, the establishment of the *CSUSM Veterans Center*, laboratory equipment for undergraduate research, and the creation of a new state-of-the-art digital piano lab.

The San Manuel Band of Mission Indians – supporters of several CSU campuses – awarded a \$500,000 grant to the *California Indian Culture and Sovereignty Center* at Cal State San Marcos to support research and efforts to preserve the heritage of Californian Indians.

The California Healthcare Foundation, one of the founding supporters that helped launch the *CSU Institute for Palliative Care*, located at CSUSM, gave \$500,000 to expand the palliative care workforce in California, along with a \$150,000 grant to fund the development of a palliative care-focused curriculum.

Breaking Records in Aztec Country

San Diego State University recently celebrated its eighth consecutive year of record fundraising, adding an additional \$107 million led by planned gifts and endowments to the Campaign for SDSU in 2015-2016. All told, San Diego State is quickly approaching its \$750 million goal set for the first comprehensive campaign in the university's nearly 120-year history.

The massive success of this year's campaign is highlighted by the creation of *SDSU Strive*, the university's first crowdfunding platform. *SDSU Strive* raised more than \$80,000 for 41 different projects, including the university's Mount Laguna Observatory and the Joan and Art Barron Veterans Center.

Gifts directed in 2015-2016 to the *Campaign for SDSU* will benefit endowments supporting scholarships, new faculty positions, entrepreneurship initiatives, athletics and the Pride Center. Faculty and staff giving was a major impetus of this year's success – and the student- and alumni-powered Aztec Proud initiative created powerful and long-lasting connections between the university, future and current alumni, and a proud culture of philanthropy.

Power of A Thousand Hornets

California State University, Sacramento recently launched an innovative crowdfunding campaign – *The Power of 1,000 Hornets* – to encourage 1,000 alumni to donate towards the future construction of a much-needed events center on campus that would serve as a hub for athletic, entertainment and academic events.

To date, 137 alumni donors have contributed nearly \$990,000, including a \$750,000 commitment from philanthropist Ernest Tschannen, who was personally moved to support this community-wide grassroots effort.



President Robert S. Nelsen joins Sacramento State students and Herky the Hornet in a *Stingers Up!* salute

A Lifetime of Coyote Pride

If the spirit of *Coyote Pride* was embued in human form, it would have undoubtedly been exhibited in businessman, philanthropist, and California State University, San Bernardino champion, Jack H. Brown.

As chairman, president and CEO of Stater Bros. Markets, Jack Brown made several major gifts to CSUSB over the last three decades, including a gift in 1992 to fund the business and administration building that now bears his name, Jack H. Brown Hall.

Beyond his incredible support to the university, Brown – who passed away in November 2016 – was known for his infinite generosity, strong character and deep loyalty to the Inland Empire and Southern California. In 2005, CSUSB honored Brown’s legacy of giving and his commitment to education in the Inland Empire with an honorary doctorate of humane letters.

This past year, CSUSB renamed its college housed in Jack H. Brown Hall as the *Jack H. Brown College of Business and Public Administration*, celebrating a generous \$10 million legacy gift from Jack Brown to fund new programs, supplement research, facilitate student enrichment, and attract and retain world-class faculty.

The gift from Jack Brown also marked the largest single cash donation in the university’s five-decade-plus history, as well as the first time a CSUSB college has been named after an individual.

“I consider this personal gift as an investment in the Inland Empire’s future success, which will provide many educational opportunities for current and future students at the Jack H. Brown College of Business and Public Administration and give them an opportunity to live their dreams,” Brown said. “Education matters.”



IN MEMORIAM

◀ SB Strong

The values of a community are often determined at times of great hardship, tragedy and sadness. It is during these times that a community's values are tested, as neighbors – from all walks of life – come together to comfort, support and lift up each other in the darkest moments.

On December 2, 2015, the San Bernardino community was tested following the horrific terrorist attack at the Inland Regional Center. Five alumni from California State University, San Bernardino – as well as alumni from Cal State Fullerton, Cal Poly Pomona and UC Riverside – lost their lives.

In the following days, weeks and months, the Cal State San Bernardino family came together to remember the victims, support their families, and unite under a common banner of tolerance, love and peace. The campus community led a powerful candlelight vigil, and a shared mantra of *SB Strong* united and inspired the region and nation.

To memorialize the victims and support their loved ones, Cal State San Bernardino created the *SB Strong Education Fund*. The fund will establish scholarships for children whose parents were lost in the December 2015 attack.

The *SB Strong Education Fund* was a major focus for the university's Annual Faculty Staff Campaign in 2016. With \$100,000 raised for the annual campaign from faculty and staff gifts and payroll deductions, over \$16,500 was raised specifically for the fund, with average donations from faculty and staff nearing \$100.

As the San Bernardino community marks the one year anniversary of this tragedy, Cal State San Bernardino is reaching out to over 15,000 alumni and friends to further support the *SB Strong Education Fund* – and honor the memories of fellow alumni while making a difference through education.



CSUSB held a candlelight vigil on December 7, 2015

Remembering a Shining Star

The *Nohemi Gonzalez Fund to Support International Study* was established to honor the memory of Nohemi Gonzalez, the California State University, Long Beach design student killed during the November 2015 attacks in Paris.

The university's crowdfunding platform, *Beachfunder*, received a massive outpouring of support in memory of Nohemi Gonzalez, with donations coming from all across the university, California and the world.

The fund – which raised over \$100,000 in less than two months and surpassed its original funding goals by 400 percent – will assist Cal State Long Beach students with international travel and study-abroad opportunities.

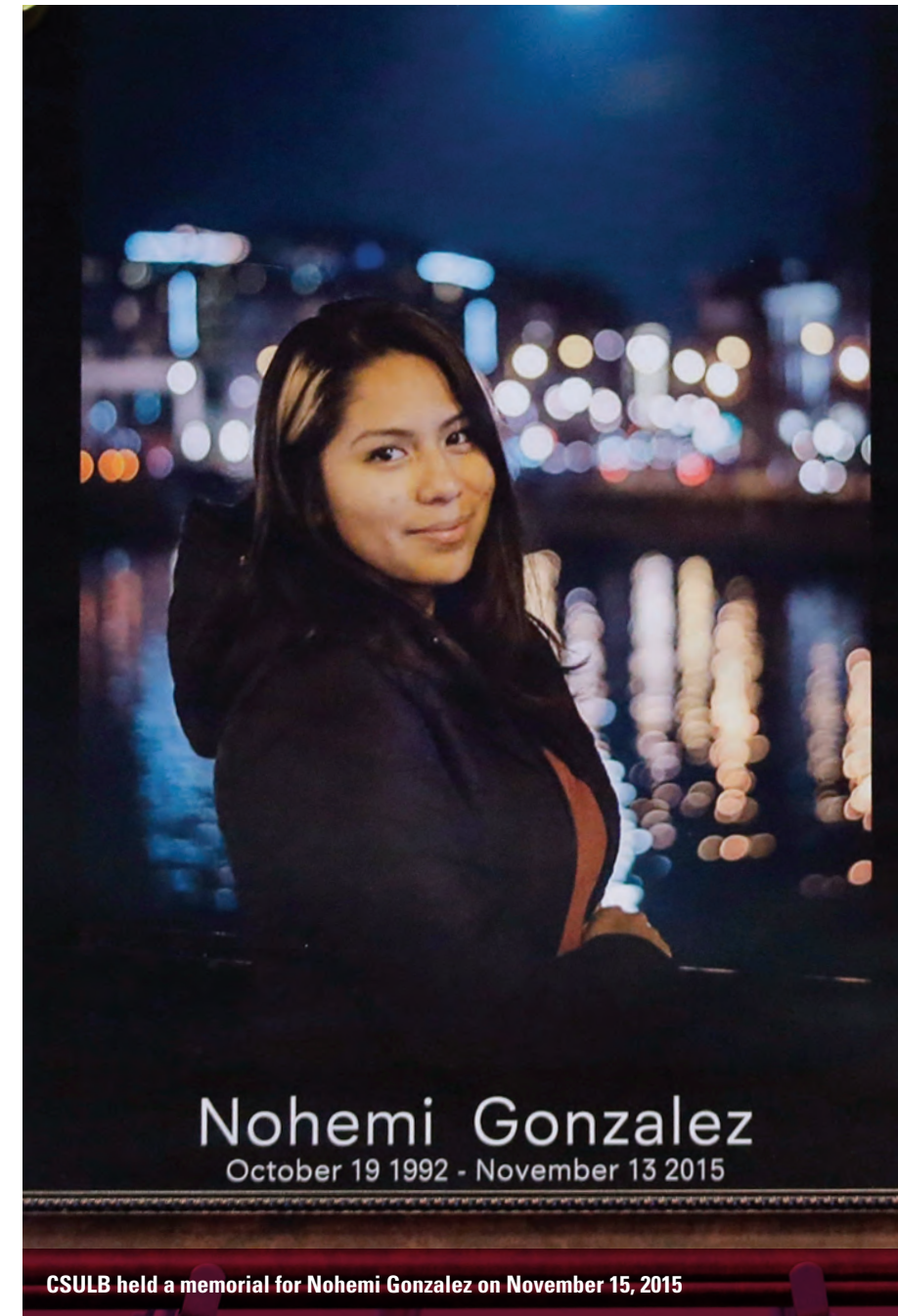
Nohemi — a Song for Paris

Mimi — can I call you that
this is a song for you —
with candles we stand & we kneel
this is how it is now we
well all of us we
send you these flowers across time
this time here which we
cannot explain
all love goes to you
& your friends the other night
so many with you gone we
stand we play Lennon's piano
Imagine — we say
a world with out violence —
we want to imagine that in your name
Nohemi Gonzalez from El Monte
from Whittier California from
Cal State Long Beach —
then
we run out of words
the words
so many words your mamá
Beatriz your cousin Jacqueline
we know them now — for you
we write them a poem too
I do not know how we will do that
we are doing that – that is all
like the designs you made – for a high-spirited world

you said you were high-spirited & self-driven — yes
like the dreams you had
as the words First Generation
the ones you used to
describe your life
we continue with you — somehow
it is not important to know how
it is important to continue that is all
I must — say it again
we are all writing a poem
for you for your cousin Jacqueline
for your mamá Beatriz — she loved you
their love will make it alright
all of our love will make it alright yes
here is your song Mimi —
We light Nohemi a candle
the candle waves across the stars
close they are so close because
Nohemi & Paris are in our hearts

Because
Nohemi &
Paris — are in
our hearts

Juan Felipe Herrera
Poet Laureate of the United States
11-15-15



CSULB held a memorial for Nohemi Gonzalez on November 15, 2015

“Nohemi emanated a light and a special energy that seemed to come out of every pore, from her eyes, from her unforgettable smile that communicated love, acceptance, happiness and sweetness mixed in with a little bit of zaniness,” said Martin Herman, chair of the design department at CSULB. “She was beloved by all of our design students.””



TRUSTEES' AWARDS

24 Outstanding Students Named CSU Top Scholars

Twenty-four students from across the CSU received the 2016 CSU Trustees' Award for Outstanding Achievement. The award – and accompanying scholarships ranging from \$6,000 to \$12,000 – is given to CSU students who demonstrate superior academic performance, personal accomplishments, community service and financial need.

All told – the CSU awarded \$155,000 in Trustees' Award scholarships in 2016, the highest total in the history of the program. The award program was originally founded as an endowed scholarship by the William Randolph Hearst Foundation, and was reinvigorated by the generosity of Trustee Emeritus Ali C. Razi, whose namesake award recognizes the year's top scholar with a \$12,000 scholarship.

Kathryn Grizzle, mathematics student from California State University, San Bernardino, was named the 2016 Trustee Emeritus Ali C. Razi Scholar. Kathryn's personal story and academic achievements – in spite of overwhelming odds and immeasurable setbacks since childhood – are proof of the inspirational perseverance inherent in her and countless other CSU students.

Without the CSU and scholarship programs like the Trustees' Award, many of these students – like Kathryn – would not have the opportunity to attend college. Since the program's creation in 1984, more than 340 CSU students have been honored with this award. Over 120 donors have supported the program, with six new named scholarships created in 2016 alone.

Among the new awards was a scholarship named after Trustee Emeritus Lou Monville, whose decade-long tenure as CSU Trustee ended in May 2016. In honor of Monville's decade of service to the CSU, an additional scholarship was awarded to a student from his alma mater, Cal State San Bernardino.

“We – as a university, as a community, certainly, as Californians – are better and stronger today because of their stories. Inherent in them... is the idealistic, hopeful, dream-driven and hardworking spirit that has defined California since its founding 166 years ago.” – Timothy P. White, Chancellor



Trustees' Awards Scholars: Anh Nguyen, Natalie Titcomb, Claudia Martinez Pureco, Bertha Solares, Ashley Walker, Tranicé Warner, William McCoy, Morgan Danielle Burris, Mark Aquiapao, Amalia Castañeda, David Ketenjian Chamyan, Amanda Lutje, Oshae Rodgers, Sabrina Lemmon, Malika Melissa Murray, Maria Ceja, Kathryn Grizzle, Susana Najera, Marisa Samano Jimison, Andy Nguyen, Salvador Cortes Soancatl, Carolina Quirarte, Elizabeth Valverde Campos, Ciera Demi Soliz

“The work we do here matters. I believe we have the imperative to help others seek the possibility of achieving the impossible.” - Soraya M. Coley, president, Cal Poly Pomona ”



APPENDIX



Philanthropic Productivity

	2013/2014 Total Gift Commitments	2014/2015 Total Gift Commitments	2015/2016 Total Gift Commitments	Three Year Average	2013/2014 Total Gift Receipts	2014/2015 Total Gift Receipts	2015/2016 Total Gift Receipts	Three Year Average
GROUP I								
Bakersfield	\$7,336,831	\$8,299,255	\$7,609,454	\$7,748,513	\$5,698,327	\$5,950,904	\$5,485,516	\$5,711,582
Channel Islands	\$5,816,162	\$6,387,261	\$5,349,680	\$5,851,034	\$1,766,331	\$1,948,948	\$4,157,407	\$2,624,229
Dominguez Hills	\$1,709,956	\$5,784,070	\$5,781,069	\$4,425,032	\$1,534,793	\$4,165,045	\$2,379,013	\$2,692,950
East Bay	\$2,541,365	\$4,328,334	\$3,888,800	\$3,586,166	\$3,431,059	\$3,330,561	\$1,523,283	\$2,761,634
Humboldt	\$8,613,633	\$7,745,384	\$5,684,427	\$7,347,815	\$7,652,638	\$7,079,640	\$6,143,652	\$6,958,643
Los Angeles	\$5,325,416	\$9,358,448	\$14,312,183	\$9,665,349	\$6,020,531	\$9,210,748	\$4,747,845	\$6,659,708
Maritime Academy	\$2,755,384	\$1,834,599	\$3,525,210	\$2,705,064	\$2,425,938	\$1,765,379	\$3,474,795	\$2,555,371
Monterey Bay	\$4,052,582	\$5,127,213	\$20,321,708	\$9,833,834	\$3,494,035	\$4,706,677	\$14,119,699	\$7,440,137
San Bernardino	\$5,914,228	\$14,464,157	\$15,465,284	\$11,947,890	\$4,265,523	\$3,949,107	\$3,986,011	\$4,066,880
San Marcos	\$5,679,175	\$10,369,013	\$5,708,678	\$7,252,289	\$3,685,210	\$4,430,094	\$4,046,754	\$4,054,019
Stanislaus	\$1,010,541	\$2,088,417	\$1,978,680	\$1,692,546	\$1,312,194	\$1,919,861	\$2,112,353	\$1,781,469
	\$50,755,273	\$75,786,151	\$89,625,173	\$72,055,532	\$41,286,579	\$48,456,964	\$52,176,328	\$47,306,624
GROUP II								
Chico	\$9,548,488	\$11,637,940	\$7,354,094	\$9,513,507	\$7,385,863	\$7,409,955	\$5,952,011	\$6,915,943
Fullerton	\$16,027,456	\$17,236,266	\$21,623,210	\$18,295,644	\$10,117,018	\$10,998,659	\$13,338,085	\$11,484,587
Northridge	\$21,511,163	\$19,511,296	\$19,627,065	\$20,216,508	\$13,269,224	\$12,856,581	\$17,371,490	\$14,499,098
Pomona	\$34,828,837	\$21,831,382	\$19,888,147	\$25,516,122	\$20,095,525	\$19,462,695	\$7,581,610	\$15,713,277
Sacramento	\$14,236,085	\$15,000,697	\$18,259,691	\$15,832,158	\$9,776,432	\$9,657,969	\$15,548,973	\$11,661,125
San Francisco	\$14,338,699	\$14,619,779	\$22,452,240	\$17,136,906	\$11,358,876	\$9,483,171	\$14,829,287	\$11,890,445
Sonoma	\$11,037,607	\$10,487,965	\$13,970,564	\$11,832,045	\$7,454,412	\$8,751,276	\$9,087,307	\$8,430,998
	\$121,528,335	\$110,325,325	\$123,175,011	\$118,342,890	\$79,457,350	\$78,620,306	\$83,708,763	\$80,595,473
GROUP III								
Fresno	\$46,813,487	\$16,930,192	\$18,453,606	\$27,399,095	\$17,189,360	\$18,876,049	\$15,982,385	\$17,349,265
Long Beach	\$28,543,157	\$26,026,794	\$31,046,917	\$28,538,956	\$14,633,860	\$21,868,846	\$16,986,791	\$17,829,832
San Diego	\$96,752,543	\$87,703,320	\$98,658,516	\$94,371,460	\$88,547,598	\$81,810,239	\$79,780,852	\$83,379,563
San José	\$31,373,175	\$12,000,620	\$39,326,040	\$27,566,612	\$30,225,418	\$13,537,902	\$25,549,266	\$23,104,195
San Luis Obispo	\$49,168,594	\$71,861,494	\$85,973,445	\$69,001,178	\$19,528,931	\$47,508,525	\$33,734,687	\$33,590,714
	\$252,650,956	\$214,522,420	\$273,458,524	\$246,877,300	\$170,125,167	\$183,601,561	\$172,033,981	\$175,253,570
Chancellor's Office	\$12,487,069	\$1,494,809	\$2,650,659	\$5,544,179	\$4,808,419	\$3,991,035	\$3,233,589	\$4,011,014
GRAND TOTAL	\$437,421,633	\$402,128,705	\$488,909,367	\$442,819,902	\$295,677,515	\$314,669,866	\$311,152,661	\$307,166,681

Note 1: Gift Commitments include new gifts, new pledges and testamentary commitments. Gift Receipts reflect assets received by the University in the form of new gifts and pledge payments.

Note 2: Fresno revised 2013/2014 pledges decreasing the number by \$19.85 million.

Note 3: Pomona revised 2014/2015 testamentary commitments decreasing the number by \$5.6 million.

Note 4: Chancellor's Office revised 2014/2015 pledges decreasing the number by \$3.5 million.

Charitable Gift Commitments

GROUP I	New Charitable Gifts	New Pledges	Revocable Deferred Gifts (Face Value)	Native American & Government Contributions	Total Gift Commitments	2015/2016 General Fund	Gift Commitments as a Percent of the General Fund
Bakersfield	\$4,800,034	\$2,134,420	\$675,000	\$0	\$7,609,454	\$59,928,309	13%
Channel Islands	\$3,420,806	\$989,958	\$889,001	\$49,915	\$5,349,680	\$67,069,910	8%
Dominguez Hills	\$2,249,598	\$3,345,800	\$0	\$185,671	\$5,781,069	\$72,674,352	8%
East Bay	\$984,770	\$2,390,030	\$514,000	\$0	\$3,888,800	\$81,455,361	5%
Humboldt	\$4,731,175	\$873,210	\$0	\$80,042	\$5,684,427	\$68,820,510	8%
Los Angeles	\$3,564,581	\$8,953,860	\$1,793,742	\$0	\$14,312,183	\$122,190,339	12%
Maritime Academy	\$3,395,290	\$129,920	\$0	\$0	\$3,525,210	\$27,825,676	13%
Monterey Bay	\$13,493,680	\$473,028	\$6,355,000	\$0	\$20,321,708	\$64,062,783	32%
San Bernardino	\$3,350,793	\$10,730,648	\$1,242,281	\$141,562	\$15,465,284	\$94,918,408	16%
San Marcos	\$3,107,782	\$1,122,225	\$902,500	\$576,171	\$5,708,678	\$69,709,552	8%
Stanislaus	\$1,548,141	\$130,114	\$300,000	\$425	\$1,978,680	\$57,700,147	3%
	\$44,646,650	\$31,273,213	\$12,671,524	\$1,033,786	\$89,625,173	\$786,355,347	11%
GROUP II							
Chico	\$5,569,161	\$440,000	\$1,344,933	\$0	\$7,354,094	\$100,796,232	7%
Fullerton	\$10,314,004	\$2,263,449	\$9,045,757	\$0	\$21,623,210	\$157,213,661	14%
Northridge	\$11,585,265	\$3,956,200	\$4,085,600	\$0	\$19,627,065	\$166,615,096	12%
Pomona	\$5,007,599	\$364,498	\$14,516,050	\$0	\$19,888,147	\$121,537,342	16%
Sacramento	\$10,619,232	\$1,883,625	\$5,756,834	\$0	\$18,259,691	\$136,402,137	13%
San Francisco	\$13,092,073	\$4,785,567	\$4,574,600	\$0	\$22,452,240	\$142,709,859	16%
Sonoma	\$7,309,226	\$2,376,154	\$4,280,000	\$5,184	\$13,970,564	\$58,567,883	24%
	\$63,496,560	\$16,069,493	\$43,603,774	\$5,184	\$123,175,011	\$883,842,210	14%
GROUP III							
Fresno	\$13,639,508	\$4,523,410	\$280,000	\$10,688	\$18,453,606	\$128,678,532	14%
Long Beach	\$10,877,627	\$4,017,218	\$16,152,072	\$0	\$31,046,917	\$169,600,136	18%
San Diego	\$70,550,209	\$8,066,418	\$20,005,389	\$36,500	\$98,658,516	\$165,771,596	60%
San José	\$14,047,692	\$23,143,348	\$2,135,000	\$0	\$39,326,040	\$134,842,282	29%
San Luis Obispo	\$24,494,542	\$32,565,266	\$28,913,637	\$0	\$85,973,445	\$114,403,468	75%
	\$133,609,578	\$72,315,660	\$67,486,098	\$47,188	\$273,458,524	\$713,296,014	38%
Chancellor's Office	\$2,008,239	\$642,420	\$0	\$0	\$2,650,659	\$93,827,999	3%
GRAND TOTAL	\$243,761,027	\$120,300,786	\$123,761,396	\$1,086,158	\$488,909,367	\$2,477,321,570	20%

Note 1: 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.

Gift Receipts by Source

GROUP I	INDIVIDUALS			ORGANIZATIONS			Gift Receipts Total	Total Number Individual Donors
	Alumni	Parents	Other Individuals	Foundations	Corporations	Other Organizations		
Bakersfield	\$184,350	\$12,590	\$1,167,880	\$805,491	\$2,365,994	\$949,211	\$5,485,516	1,291
Channel Islands	\$40,436	\$19,101	\$2,234,248	\$550,454	\$1,131,637	\$181,531	\$4,157,407	1,432
Dominguez Hills	\$137,389	\$3,406	\$748,893	\$780,354	\$688,657	\$20,314	\$2,379,013	1,894
East Bay	\$182,708	\$779	\$345,013	\$278,266	\$562,116	\$154,401	\$1,523,283	1,137
Humboldt	\$897,740	\$106,267	\$665,786	\$1,354,404	\$2,228,118	\$891,337	\$6,143,652	6,315
Los Angeles	\$707,418	\$1,225	\$1,895,045	\$1,121,315	\$868,613	\$154,229	\$4,747,845	3,995
Maritime Academy	\$277,057	\$51,667	\$2,585,822	\$11,136	\$316,692	\$232,421	\$3,474,795	455
Monterey Bay	\$33,005	\$27,188	\$11,323,357	\$1,274,202	\$543,456	\$918,491	\$14,119,699	7,500
San Bernardino	\$250,766	\$28,020	\$994,819	\$1,095,248	\$1,485,105	\$132,053	\$3,986,011	2,685
San Marcos	\$58,191	\$32,819	\$574,567	\$2,411,315	\$739,146	\$230,716	\$4,046,754	1,415
Stanislaus	\$124,758	\$2,000	\$898,861	\$172,803	\$861,039	\$52,892	\$2,112,353	1,083
	\$2,893,818	\$285,062	\$23,434,291	\$9,854,988	\$11,790,573	\$3,917,596	\$52,176,328	29,202
GROUP II								
Chico	\$1,568,848	\$371,864	\$1,818,326	\$674,100	\$1,286,776	\$232,097	\$5,952,011	12,496
Fullerton	\$1,570,425	\$319,762	\$2,107,941	\$4,293,248	\$4,347,764	\$698,945	\$13,338,085	12,730
Northridge	\$5,403,910	\$141,990	\$3,478,021	\$4,755,973	\$2,467,620	\$1,123,976	\$17,371,490	16,245
Pomona	\$1,757,958	\$43,731	\$1,491,767	\$1,298,083	\$2,169,027	\$821,044	\$7,581,610	5,113
Sacramento	\$1,353,069	\$43,930	\$10,788,395	\$1,812,776	\$1,286,442	\$264,361	\$15,548,973	39,279
San Francisco	\$6,149,698	\$49,538	\$1,744,930	\$3,670,203	\$2,075,012	\$1,139,906	\$14,829,287	5,625
Sonoma	\$271,960	\$26,672	\$3,697,253	\$1,393,881	\$3,650,806	\$46,735	\$9,087,307	2,406
	\$18,075,868	\$997,487	\$25,126,633	\$17,898,264	\$17,283,447	\$4,327,064	\$83,708,763	93,894
GROUP III								
Fresno	\$4,182,642	\$159,863	\$3,051,405	\$4,740,334	\$3,696,613	\$151,528	\$15,982,385	8,440
Long Beach	\$5,038,586	\$277,599	\$4,088,646	\$2,726,168	\$3,906,909	\$948,883	\$16,986,791	18,226
San Diego	\$21,635,516	\$1,090,266	\$27,469,277	\$16,414,089	\$7,036,729	\$6,134,975	\$79,780,852	74,076
San José	\$3,643,903	\$268,278	\$12,929,463	\$4,718,736	\$3,792,893	\$195,993	\$25,549,266	7,841
San Luis Obispo	\$7,209,811	\$1,784,497	\$2,564,369	\$10,117,978	\$7,253,172	\$4,804,860	\$33,734,687	10,314
	\$41,710,458	\$3,580,503	\$50,103,160	\$38,717,305	\$25,686,316	\$12,236,239	\$172,033,981	118,897
Chancellor's Office	\$0	\$0	\$665,297	\$1,973,434	\$482,955	\$111,903	\$3,233,589	64
GRAND TOTAL	\$62,680,144	\$4,863,052	\$99,329,381	\$68,443,991	\$55,243,291	\$20,592,802	\$311,152,661	242,057

Note 1: Number of Individual Donors includes alumni, parents, faculty, staff, students, and friends of the University.

Gift Receipts by Purpose

GROUP I	CURRENT PROGRAMS		CAPITAL PURPOSES				IRREVOCABLE DEFERRED GIFTS	
	Unrestricted	Restricted	Campus Improvements: Property, Buildings and Equipment	Endowment: Unrestricted	Endowment: Restricted	Loan Funds	Present Value	Gift Receipts Total
Bakersfield	\$96,818	\$4,751,584	\$88,021	\$0	\$549,093	\$0	\$0	\$5,485,516
Channel Islands	\$658,772	\$3,322,148	\$30,000	\$0	\$146,487	\$0	\$0	\$4,157,407
Dominguez Hills	\$153,448	\$1,656,132	\$500	\$0	\$301,513	\$0	\$267,420	\$2,379,013
East Bay	\$54,616	\$1,217,404	\$0	\$0	\$251,263	\$0	\$0	\$1,523,283
Humboldt	\$238,450	\$5,653,071	\$2,000	\$0	\$240,131	\$0	\$10,000	\$6,143,652
Los Angeles	\$291,102	\$2,257,379	\$953,415	\$0	\$1,245,949	\$0	\$0	\$4,747,845
Maritime Academy	\$2,403,365	\$397,825	\$135,000	\$0	\$538,605	\$0	\$0	\$3,474,795
Monterey Bay	\$63,402	\$3,927,673	\$3,082	\$0	\$1,958,348	\$0	\$8,167,194	\$14,119,699
San Bernardino	\$22,973	\$3,300,751	\$264,913	\$0	\$397,373	\$0	\$0	\$3,986,011
San Marcos	\$176,291	\$3,602,255	\$860	\$0	\$267,348	\$0	\$0	\$4,046,754
Stanislaus	\$9,575	\$1,831,154	\$0	\$0	\$271,524	\$100	\$0	\$2,112,353
	\$4,168,812	\$31,917,376	\$1,477,791	\$0	\$6,167,634	\$100	\$8,444,614	\$52,176,328
GROUP II								
Chico	\$352,755	\$4,345,290	\$367,725	\$14,049	\$865,391	\$525	\$6,276	\$5,952,011
Fullerton	\$183,984	\$9,942,198	\$242,101	\$72,000	\$2,824,924	\$0	\$72,878	\$13,338,085
Northridge	\$133,771	\$8,672,101	\$660,716	\$0	\$7,904,902	\$0	\$0	\$17,371,490
Pomona	\$929,906	\$4,961,345	\$1,301,864	\$5,000	\$383,495	\$0	\$0	\$7,581,610
Sacramento	\$121,928	\$9,137,431	\$200,529	\$0	\$5,144,105	\$0	\$944,980	\$15,548,973
San Francisco	\$449,183	\$6,330,468	\$491,001	\$325,056	\$7,233,579	\$0	\$0	\$14,829,287
Sonoma	\$46,610	\$5,434,907	\$2,390,800	\$0	\$963,147	\$0	\$251,843	\$9,087,307
	\$2,218,137	\$48,823,740	\$5,654,736	\$416,105	\$25,319,543	\$525	\$1,275,977	\$83,708,763
GROUP III								
Fresno	\$515,644	\$13,597,356	\$145,835	\$0	\$1,425,244	\$0	\$298,306	\$15,982,385
Long Beach	\$2,391,232	\$10,897,491	\$2,530,910	\$0	\$1,145,266	\$0	\$21,892	\$16,986,791
San Diego	\$39,723	\$43,927,717	\$3,494,887	\$0	\$15,893,253	\$0	\$16,425,272	\$79,780,852
San José	\$524,218	\$11,197,675	\$95,335	\$0	\$7,258,202	\$0	\$6,473,836	\$25,549,266
San Luis Obispo	\$317,959	\$18,529,849	\$8,861,194	\$0	\$5,975,085	\$0	\$50,600	\$33,734,687
	\$3,788,776	\$98,150,088	\$15,128,161	\$0	\$31,697,050	\$0	\$23,269,906	\$172,033,981
Chancellor's Office	\$130,030	\$2,485,912	\$0	\$0	\$617,647	\$0	\$0	\$3,233,589
GRAND TOTAL	\$10,305,755	\$181,377,116	\$22,260,688	\$416,105	\$63,801,874	\$625	\$32,990,497	\$311,152,661

Planned Giving

GROUP I	IRREVOCABLE DEFERRED GIFTS		REVOCABLE DEFERRED GIFTS	
	Face Value	Present Value	Face Value	Present Value
Bakersfield	\$0	\$0	\$675,000	\$649,498
Channel Islands	\$0	\$0	\$889,001	\$659,887
Dominguez Hills	\$1,000,000	\$267,420	\$0	\$0
East Bay	\$0	\$0	\$514,000	\$449,679
Humboldt	\$10,000	\$10,000	\$0	\$0
Los Angeles	\$0	\$0	\$1,793,742	\$1,262,528
Maritime Academy	\$0	\$0	\$0	\$0
Monterey Bay	\$10,000,000	\$8,167,194	\$6,355,000	\$3,970,049
San Bernardino	\$0	\$0	\$1,242,281	\$983,386
San Marcos	\$0	\$0	\$902,500	\$283,917
Stanislaus	\$0	\$0	\$300,000	\$232,085
	11,010,000	8,444,614	12,671,524	8,491,029
GROUP II				
Chico	\$60,000	\$6,276	\$1,344,933	\$873,684
Fullerton	\$155,000	\$72,878	\$9,045,757	\$82,122
Northridge	\$0	\$0	\$4,085,600	\$3,233,560
Pomona	\$0	\$0	\$14,516,050	\$8,537,551
Sacramento	\$1,000,000	\$944,980	\$5,756,834	\$5,655,166
San Francisco	\$0	\$0	\$4,574,600	\$3,522,243
Sonoma	\$355,000	\$251,843	\$4,280,000	\$3,398,294
	1,570,000	1,275,977	43,603,774	25,302,620
GROUP III				
Fresno	\$525,000	\$298,306	\$280,000	\$106,640
Long Beach	\$50,000	\$21,892	\$16,152,072	\$12,285,199
San Diego	\$22,600,362	\$16,425,272	\$20,005,389	\$15,004,042
San José	\$6,535,548	\$6,473,836	\$2,135,000	\$1,326,689
San Luis Obispo	\$126,476	\$50,600	\$28,913,637	\$10,153,195
	29,837,386	23,269,906	67,486,098	38,875,765
Chancellor's Office	\$0	\$0	\$0	\$0
GRAND TOTAL	42,417,386	32,990,497	123,761,396	72,669,414



Endowment

GROUP I	2013/2014 Market Value	2014/2015 Market Value	2015/2016 Market Value	2014/2015 to 2015/2016 Comparison		2015/2016 Investment Return Rate	Three Year Average	Five Year Average	Ten Year Average	2015/2016 Gifts to Endowment	2015/2016 Endowment Distribution
				Amount	Percentage						
Bakersfield	\$23,498,108	\$23,391,570	\$21,629,109	-\$1,762,461	-7.53%	-5.23%	3.29%	4.66%	5.70%	\$549,093	\$864,585
Channel Islands	\$13,341,289	\$13,102,442	\$12,831,165	-\$271,277	-2.07%	-0.40%	5.60%	5.04%	6.20%	\$146,487	\$274,869
Dominguez Hills	\$10,047,883	\$10,117,030	\$9,008,988	-\$1,108,042	-10.95%	-6.07%	3.76%	5.57%	5.72%	\$301,513	\$484,325
East Bay	\$15,800,824	\$16,775,508	\$17,042,982	\$267,474	1.59%	-1.77%	5.26%	4.87%	5.13%	\$251,263	\$530,760
Humboldt	\$27,723,634	\$27,963,858	\$27,068,353	-\$895,505	-3.20%	0.00%	5.75%	5.55%	5.34%	\$240,131	\$1,015,392
Los Angeles	\$25,863,588	\$29,737,805	\$29,211,280	-\$526,525	-1.77%	-1.84%	4.75%	4.05%	5.00%	\$1,245,949	\$924,749
Maritime Academy	\$6,729,859	\$6,768,434	\$7,113,900	\$345,466	5.10%	-1.32%	3.81%	2.95%	3.54%	\$538,605	\$142,529
Monterey Bay	\$18,325,078	\$18,648,419	\$20,217,273	\$1,568,854	8.41%	0.40%	5.57%	5.42%	6.04%	\$1,958,348	\$939,271
San Bernardino	\$24,457,752	\$24,508,041	\$23,297,671	-\$1,210,370	-4.94%	-3.00%	4.47%	4.28%	4.43%	\$397,373	\$987,268
San Marcos	\$23,296,164	\$23,175,656	\$22,009,178	-\$1,166,478	-5.03%	-5.10%	4.53%	4.70%	4.79%	\$267,348	\$846,364
Stanislaus	\$11,953,585	\$12,677,309	\$11,638,407	-\$1,038,902	-8.19%	-5.82%	1.66%	2.22%	-0.39%	\$271,524	\$261,574
	\$201,037,764	\$206,866,072	\$201,068,306	-\$5,797,766	-2.80%	-2.74%	4.40%	4.48%	4.68%	\$6,167,634	\$7,271,686
GROUP II											
Chico	\$52,562,821	\$54,844,630	\$53,938,221	-\$906,409	-1.65%	-1.50%	5.53%	5.46%	4.97%	\$879,440	\$1,885,147
Fullerton	\$50,112,038	\$51,948,221	\$53,113,305	\$1,165,084	2.24%	0.73%	4.21%	3.83%	5.02%	\$2,896,924	\$1,081,531
Northridge	\$87,498,250	\$89,788,611	\$91,653,083	\$1,864,472	2.08%	-1.70%	4.78%	4.59%	4.74%	\$7,904,902	\$3,379,258
Pomona	\$86,657,511	\$90,234,110	\$85,625,536	-\$4,608,574	-5.11%	-5.01%	3.05%	3.74%	5.39%	\$388,495	\$1,304,318
Sacramento	\$33,655,214	\$34,968,809	\$39,567,580	\$4,598,771	13.15%	-1.25%	2.95%	3.79%	3.62%	\$5,144,105	\$731,370
San Francisco	\$65,384,812	\$67,653,589	\$72,206,679	\$4,553,090	6.73%	-0.14%	5.44%	5.87%	4.55%	\$7,558,635	\$1,642,628
Sonoma	\$43,092,301	\$44,592,099	\$44,019,577	-\$572,522	-1.28%	-2.90%	3.00%	2.80%	3.62%	\$963,147	\$1,208,388
	\$418,962,947	\$434,030,069	\$440,123,981	\$6,093,912	1.40%	-1.68%	4.14%	4.30%	4.56%	\$25,735,648	\$11,232,640
GROUP III											
Fresno	\$162,100,727	\$165,962,047	\$146,328,328	-\$19,633,719	-11.83%	-2.58%	4.16%	4.35%	4.57%	\$1,425,244	\$6,819,909
Long Beach	\$57,000,071	\$57,190,877	\$56,442,378	-\$748,499	-1.31%	-0.53%	4.66%	4.69%	5.32%	\$1,145,266	\$2,398,862
San Diego	\$190,608,000	\$209,372,000	\$219,994,000	\$10,622,000	5.07%	-2.31%	5.15%	5.23%	5.82%	\$15,893,253	\$6,525,000
San José	\$119,265,488	\$120,044,974	\$125,627,217	\$5,582,243	4.65%	-1.90%	4.80%	4.93%	4.63%	\$7,258,202	\$3,245,102
San Luis Obispo	\$207,779,403	\$194,710,044	\$190,331,212	-\$4,378,832	-2.25%	-0.80%	4.57%	4.88%	5.50%	\$5,975,085	\$7,998,031
	\$736,753,689	\$747,279,942	\$738,723,135	-\$8,556,807	-1.15%	-1.62%	4.67%	4.82%	5.17%	\$31,697,050	\$26,986,904
Chancellor's Office	\$19,539,352	\$19,827,879	\$19,183,856	-\$644,023	-3.25%	-3.06%	4.11%	4.38%	5.63%	\$617,647	\$683,523
GRAND TOTAL	\$1,376,293,752	\$1,408,003,962	\$1,399,099,278	-\$8,904,684	-0.63%	-2.21%	4.37%	4.49%	4.79%	\$64,217,979	\$46,174,753

Note 1: Investment returns are reported as net of investment fees.

Note 2: Peer Group and Systemwide investment returns are presented as equal-weighted averages.

Note 3: Dominguez Hills revised 2013/2014 endowment market value decreasing the number by \$1.7 million.

Note 4: Humboldt revised 2013/2014 endowment market value increasing the number by \$1.5 million.

Alumni

GROUP I	Number of Addressable Alumni	Alumni Solicited	Alumni Donors	Total Alumni Contributions	Alumni Participation Rate
Bakersfield	44,774	40,413	538	\$184,350	1.20%
Channel Islands	11,638	11,122	529	\$40,436	4.55%
Dominguez Hills	79,433	74,236	1,188	\$137,389	1.50%
East Bay	125,372	53,321	691	\$182,708	0.55%
Humboldt	54,347	34,508	2,737	\$897,740	5.04%
Los Angeles	141,924	141,833	3,254	\$707,418	2.29%
Maritime Academy	4,303	4,193	284	\$277,057	6.60%
Monterey Bay	13,783	12,424	279	\$33,005	2.02%
San Bernardino	77,779	63,800	1,234	\$250,766	1.59%
San Marcos	34,729	11,852	534	\$58,191	1.54%
Stanislaus	56,199	21,992	351	\$124,758	0.62%
	644,281	469,694	11,619	\$2,893,818	1.80%
GROUP II					
Chico	148,372	54,535	5,870	\$1,568,848	3.96%
Fullerton	256,110	256,110	5,436	\$1,570,425	2.12%
Northridge	327,216	234,429	11,262	\$5,403,910	3.44%
Pomona	141,538	71,220	3,375	\$1,757,958	2.38%
Sacramento	221,301	66,205	6,065	\$1,353,069	2.74%
San Francisco	295,987	58,083	3,636	\$6,149,698	1.23%
Sonoma	58,906	31,613	513	\$271,960	0.87%
	1,449,430	772,195	36,157	\$18,075,868	2.49%
GROUP III					
Fresno	191,058	119,229	4,673	\$4,182,642	2.45%
Long Beach	293,518	155,940	7,530	\$5,038,586	2.57%
San Diego	386,620	221,390	18,586	\$21,635,516	4.81%
San José	245,849	186,707	4,370	\$3,643,903	1.78%
San Luis Obispo	178,572	50,570	5,877	\$7,209,811	3.29%
	1,295,617	733,836	41,036	\$41,710,458	3.17%
GRAND TOTAL	3,389,328	1,975,725	88,812	\$62,680,144	2.62%

Note 1: Alumni Participation Rate equals Alumni Donors divided by Number of Addressable Alumni.

“Dr. Welty championed the role of higher education as a catalyst for educational and economic growth in the San Joaquin Valley,” said Fresno State President Joseph I. Castro. “The Welty Center for Educational Policy and Leadership at Fresno State will honor his decades of work and continue to improve the San Joaquin Valley region.”



DEFINITION OF TERMS

Charitable Gift Commitments

The data represents current year performance in developing philanthropic support for the institution. In addition to recognizing new gifts generated to support the institution, this measure acknowledges the important work achieved in securing ongoing commitments through multi-year pledges and support promised through testamentary provisions in wills, trusts, and beneficiary designations. Testamentary provisions are not capitalized on the university's financial statements. These numbers will not reconcile to the annual audited financial statements that use accounting standards.

Charitable Gift Receipts

Charitable gift receipts, also known as voluntary support, represents all gift income received in the form of cash, securities, in-kind contributions, irrevocable future commitments and private charitable grants. For the purposes of this report, gifts are counted at present value. These national gift reporting standards are defined by the Council for Advancement and Support of Education and the National Association of College and University Business Officers. The Council for Aid to Education utilizes these standards in the annual Voluntary Support of Education survey. These numbers will not reconcile to the annual audited financial statements that use accounting standards.

Endowment Market Value

The endowment market value includes assets held by both the university and its auxiliaries in all of the following categories:

True endowment

Funds provided to the institution, the principal of which is not expendable by the institution under the terms of the agreement that created the fund.

Term endowment

Similar to true endowment except that all or part of the funds may be expended after a stated period or upon the occurrence of a certain event as stated in the terms governing the funds.

Quasi-endowment

Funds functioning as endowment such as surplus funds that have been added to the endowment fund, the principal of which may be spent at the discretion of the governing board.

Group I

Universities categorized within Group I generally have less than 5,000 individual donors, less than 10 full-time professional fundraisers, and less than \$25 million in endowment market value. These advancement programs are building infrastructure and are striving toward raising gift commitments that are equivalent to 10 percent of the campus state budget.

Group II

Universities categorized within Group II 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. These advancement programs are maturing and are expected to raise gift commitments that are equivalent to 10 percent to 15 percent of the campus state budget.

Group III

Universities categorized within Group III generally have over 10,000 individual donors, over 20 full-time professional fundraisers, and over \$50 million in endowment market value. These more mature advancement programs have developed successful annual fund, major gift and planned giving operations complemented by strong alumni and communication programs. These programs are expected to raise gift commitments that are greater than 15 percent of the campus state budget.



Pledges

Gift commitments paid in installments over a period of time, not to exceed five years. Pledges must be documented and are counted at face value.

Purpose of Gift

Refers to the donor's expressed intention for the use of the gift.

Unrestricted

Gifts given to the institution without any restriction, regardless of any subsequent designation by the institution.

Restricted

Gifts that have been restricted to support academic divisions, athletics, faculty compensation, research, public service, library operations, physical plant maintenance, student financial aid, or other restricted purposes.

Property, Buildings, and Equipment (Campus Improvement)

Funds functioning as endowment such as surplus funds that have been added to the endowment fund, the principal of which may be spent at the discretion of the governing board.

- Outright gifts of real and personal property for the use of the institution;
- Gifts made for the purpose of purchasing buildings, other facilities, equipment, and land for the institution;
- Gifts restricted for construction or major renovation of buildings and other facilities; and
- Gifts made for retirement of indebtedness.

Endowment

Funds to be retained and invested for income-producing purposes.

Loan Funds

Outright gifts restricted by donors to be available for loans to students, faculty and staff.

Irrevocable Deferred Gifts

Irrevocable commitments such as charitable gift annuities, charitable remainder trusts (including those administered outside the institution), gifts to pooled income funds, and remainder interests in property.

Revocable Deferred Gifts

This category includes new estate provisions made in a will, revocable trust or beneficiary designation for which the institution has documentation. These provisions are counted at face value.

Source of Gift

Sources of gifts are defined as those entities (individuals or organizations) that transmit the gift or grant to the institution.

Alumni

Former undergraduate or graduate students who have earned some credit toward one of the degrees, certificates or diplomas offered by the institution for whom the university has a reasonable means of contacting. It is within the discretion of each university to limit alumni status to individuals who have obtained a degree and/or credential.

Parents

These are individuals, other than alumni, who are the parents, guardians or grandparents of current or former students at the institution.

Other Individuals

This includes all other persons, including governing board members, who are not classified as either alumni or parent.

Foundations

Personal/family foundations and other foundations and trusts that are private tax-exempt entities operated exclusively for charitable purposes. It does not include company-sponsored foundations.

Corporations

This category includes corporations, businesses, partnerships, and cooperatives that have been organized for profit-making purposes, including corporations owned by individuals and families and other closely held companies. This category also includes company-sponsored foundations as well as industry trade associations.

Other Organizations

Organizations not reported elsewhere, including religious and community organizations, fundraising consortia, and any other nongovernmental agencies.

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