



CSU

The California
State University

INVESTING IN TOMORROW:

Sustaining
California's
Success

2019-2020 Donor Support

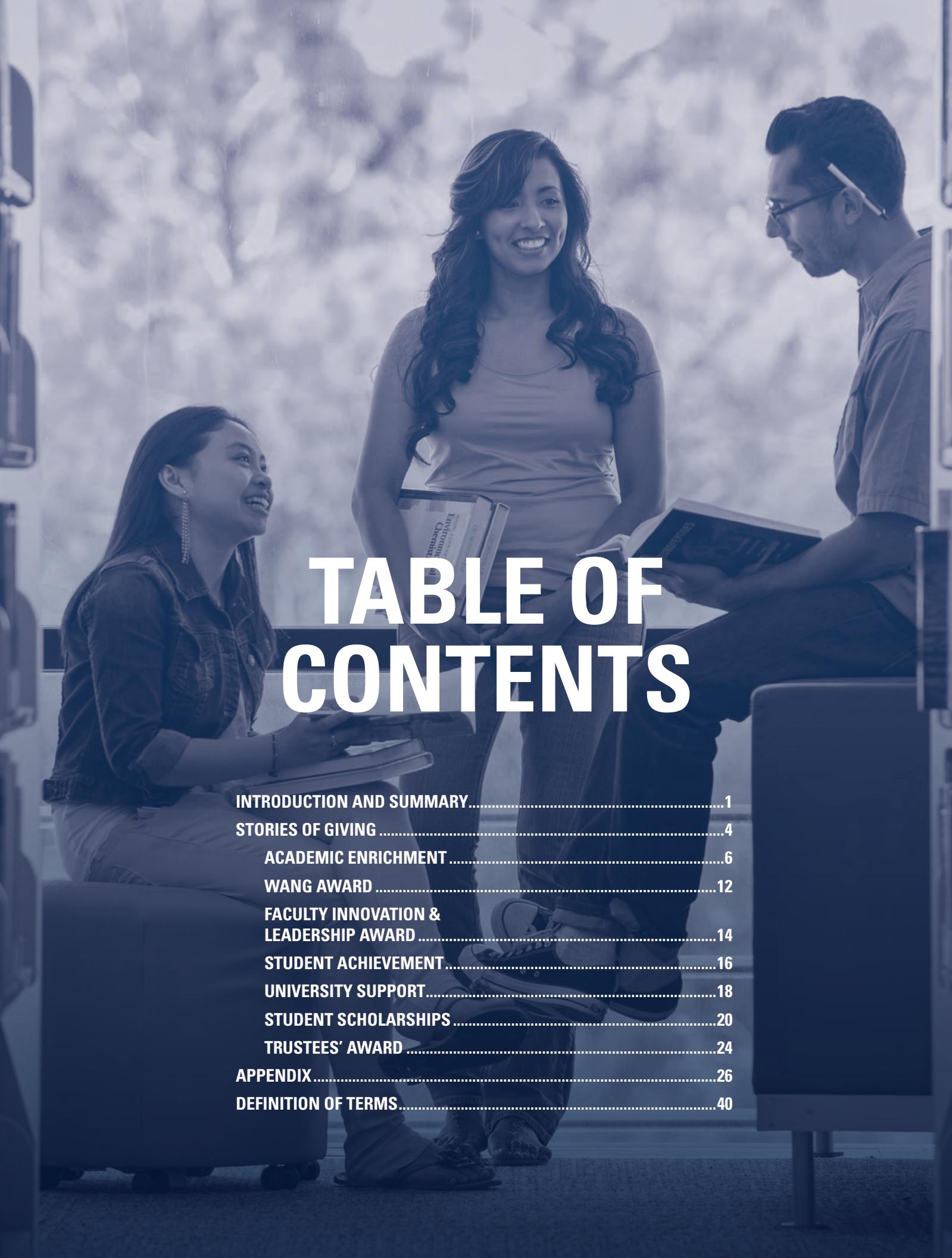
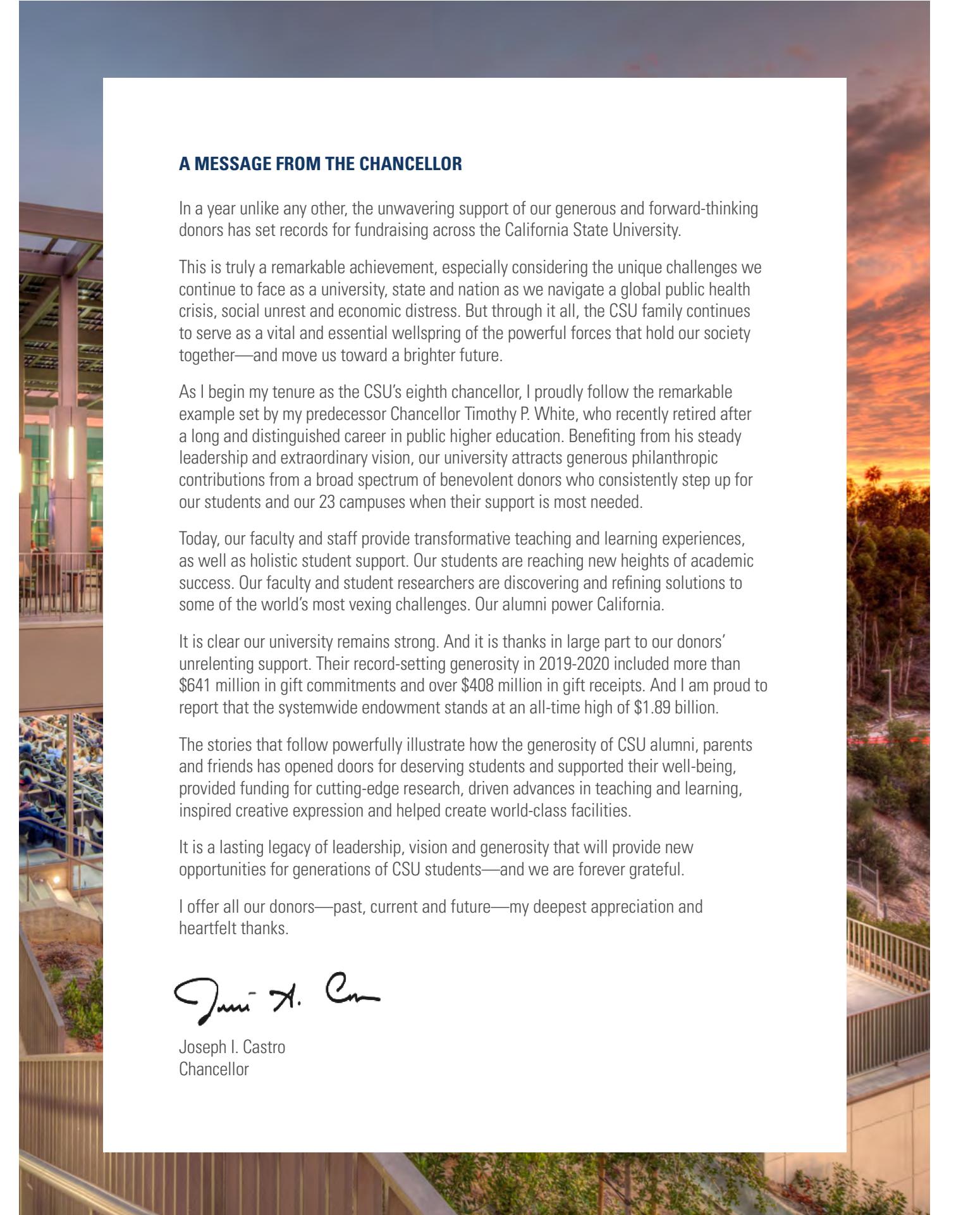


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A MESSAGE FROM THE CHANCELLOR

In a year unlike any other, the unwavering support of our generous and forward-thinking donors has set records for fundraising across the California State University.

This is truly a remarkable achievement, especially considering the unique challenges we continue to face as a university, state and nation as we navigate a global public health crisis, social unrest and economic distress. But through it all, the CSU family continues to serve as a vital and essential wellspring of the powerful forces that hold our society together—and move us toward a brighter future.

As I begin my tenure as the CSU's eighth chancellor, I proudly follow the remarkable example set by my predecessor Chancellor Timothy P. White, who recently retired after a long and distinguished career in public higher education. Benefiting from his steady leadership and extraordinary vision, our university attracts generous philanthropic contributions from a broad spectrum of benevolent donors who consistently step up for our students and our 23 campuses when their support is most needed.

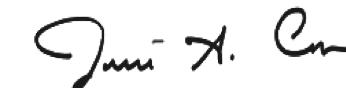
Today, our faculty and staff provide transformative teaching and learning experiences, as well as holistic student support. Our students are reaching new heights of academic success. Our faculty and student researchers are discovering and refining solutions to some of the world's most vexing challenges. Our alumni power California.

It is clear our university remains strong. And it is thanks in large part to our donors' unrelenting support. Their record-setting generosity in 2019-2020 included more than \$641 million in gift commitments and over \$408 million in gift receipts. And I am proud to report that the systemwide endowment stands at an all-time high of \$1.89 billion.

The stories that follow powerfully illustrate how the generosity of CSU alumni, parents and friends has opened doors for deserving students and supported their well-being, provided funding for cutting-edge research, driven advances in teaching and learning, inspired creative expression and helped create world-class facilities.

It is a lasting legacy of leadership, vision and generosity that will provide new opportunities for generations of CSU students—and we are forever grateful.

I offer all our donors—past, current and future—my deepest appreciation and heartfelt thanks.



Joseph I. Castro
Chancellor



OVERVIEW

The California State University continues to reach new heights of philanthropic support. History-making generosity through the past year broke previous records, affirming donors' lasting confidence in the CSU's ability to transform lives, families and communities.

In 2019-20, the university received more than \$641 million in gift commitments and \$408 million in gift receipts. Both totals mark fundraising records that were set, in part, by multiyear campus comprehensive campaigns closing in the last fiscal year. Rising in the East at Cal State East Bay, BOLD Thinking at San Francisco State and The Power of Doing: The Campaign for Learn by Doing at Cal Poly San Luis Obispo surpassed ambitious goals, raising a combined \$1.07 billion during their respective durations.

This support for the CSU was also driven by exceptionally generous one-time gifts to campuses. These gifts included a donation of 300 acres of land in Placer County to Sacramento State, which will become the campus's Placer Center, serving one of the state's fastest-growing regions, as well as a multimillion-dollar bequest to CSU Monterey Bay that will provide approximately \$1 million annually in student scholarships.

The COVID-19 pandemic necessitated extraordinary changes for our world, state and the communities we call home. Nevertheless, our students, faculty and staff persevered with resilience, drive and dedication. In 2020, the CSU graduated its largest class ever and made steady progress in improving graduation rates and eliminating equity gaps as part of Graduation Initiative 2025.

The powerful support of donors allows the California State University to build on this momentum, propel students to lasting success and ensure a bright future for California for generations to come.

GIFTS RECEIVED

Record generosity in 2019-20 resulted in more than \$408 million in gifts received from donors. Of that total 2 percent—about \$8.7 million—is unrestricted. The remainder is designated by donors to support specific university efforts.

Donor-designated support of \$222 million for current programs included:

- \$72.2 million for faculty support and academic enrichment;
- \$41.6 million for public service programs;
- \$34.1 million for student scholarships;
- \$15.4 million for athletics;
- \$6.9 million for equipment and facility improvements; and
- \$52.2 million for additional university priorities.

For long-term capital projects, campuses received \$43.1 million for major facility construction and renovation.

Endowments grew by \$94.6 million in new contributions, which provide support in perpetuity. More than half of endowment gifts are designated for scholarships.

Donors committed an additional \$40.1 million in irrevocable deferred gifts.

GIFT RECEIPTS BY PURPOSE



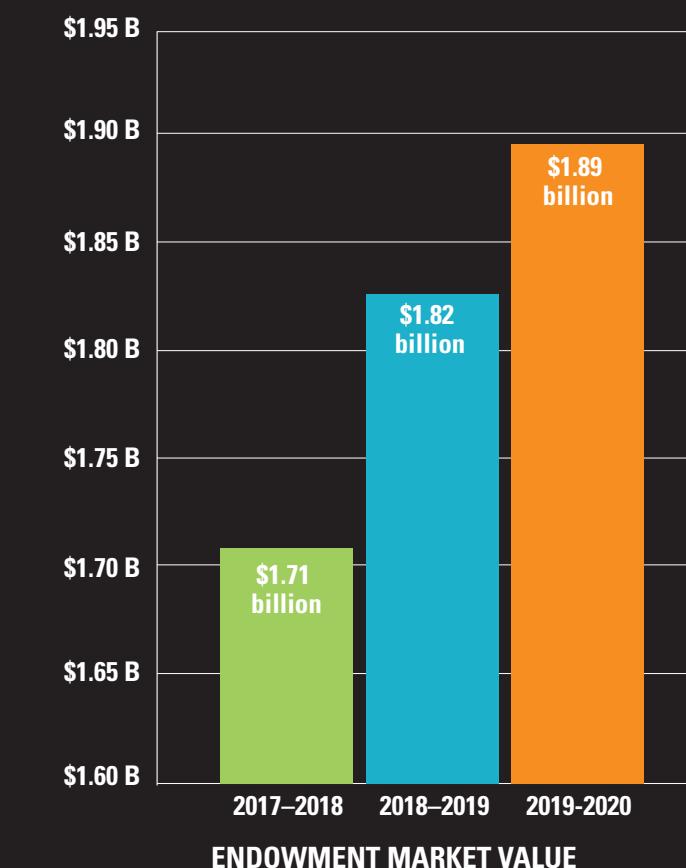
- Current Programs **54%**
- Endowments **23%**
- Capital Projects **11%**
- Deferred **10%**
- Unrestricted **2%**

GIFT RECEIPTS BY SOURCE



- Alumni **17%**
- Parents **5%**
- Other Individuals **34%**
- Other Organizations **10%**
- Corporations **16%**
- Foundations **18%**

\$65 MILLION ENDOWMENT DISTRIBUTION





STORIES OF GIVING

ACADEMIC ENRICHMENT

The California State University's strong partnership with its donors helps provide students with the tools, experiences and resources necessary for success inside and outside the classroom.

Through Graduation Initiative 2025, students across the CSU have the opportunity to graduate in a timely manner according to their personal goals, positively impacting their future and producing the career-ready graduates needed to power our state and nation.

As strategic partners, donors are key in supporting Graduation Initiative 2025 efforts to provide transformative learning experiences that offer unique opportunities for students to conduct cutting-edge research, access state-of-the-art technology and gain the professional skills and knowledge vital for success in California's 21st century workplace.



HISTORIC GIFT ESTABLISHES CENTER FOR AGRICULTURAL BUSINESS

An endowment created by Barbara Grimm-Marshall and Kari Grimm-Anderson to fund a new multidisciplinary learning center at CSU Bakersfield will transform agricultural and business education in the Central Valley.

The \$5 million pledge establishing the Grimm Family Center for Agricultural Business is the single largest gift in the 50-year history of the campus. The gift also coincides with the 50th anniversary of family-owned Grimmway Farms and honors the legacy of the company's founders, Rod and Bob Grimm.

The center enables CSU Bakersfield to expose thousands of agribusiness students to new agricultural technologies and modern business practices in the region's leading industry. It will also offer immersive educational opportunities with industry experts.

The center promotes collaboration between faculty, students and the region's top agricultural leaders, while bolstering CSU Bakersfield's business programs.



\$1.25 MILLION GIFT FROM SIKAND FOUNDATION ESTABLISHES CENTER FOR STUDY OF SUSTAINABLE AND INTELLIGENT INFRASTRUCTURE

A five-year, \$1.25 million gift from The Sikand Foundation to Cal State LA's College of Engineering, Computer Science and Technology creates a new multidisciplinary research and education center that focuses on urban sustainability.

The Sikand Center for Sustainable and Intelligent Infrastructure (Sikand SITI Center) enables faculty and students to expand research in urban sustainability and distinguish Cal State LA's leadership in the field.

With the launch of the center, The Sikand Foundation continues the legacy of Gunjit Sikand, an entrepreneur and professor who taught in Cal State LA's Department of Civil Engineering for more than two decades. Sikand greatly valued the campus's role in providing first-generation college students a high-quality education.

'The center will allow students to work with the best minds in agribusiness today to secure our region's position as a pioneer and global leader in the industry that has created opportunity and prosperity for so many.'

— Barbara Grimm-Marshall



GIFT SUPPORTS GRAVITATIONAL-WAVE, ENGINEERING AND COMPUTER SCIENCE RESEARCH AND STUDY

A \$10 million gift from longtime campus supporters Nicholas and Lee Begovich, one of the largest donations in Cal State Fullerton history, powers teaching and research in gravitational waves, engineering and computer science.

About \$7 million of the gift supports faculty and student gravitational-wave research in the College of Natural Sciences and Mathematics. This includes building a state-of-the-art laboratory and upgrading resources to allow students and faculty to continue to play a vital role in future discoveries of gravitational waves.

In recognition of the gift, the new facility was named the Nicholas and Lee Begovich Center for Gravitational-Wave Physics and Astronomy.

SEED FUNDING CREATES GREEN BIOME INSTITUTE

Considered the first higher-education institute of its kind in California, Cal State East Bay's Green Biome Institute was funded through a gift from alumnus and Cal State East Bay Educational Foundation member Randy Davis (BS '02 and MS '06) and his wife, Pat. Their gift was part of the campus's first comprehensive campaign, Rising in the East.

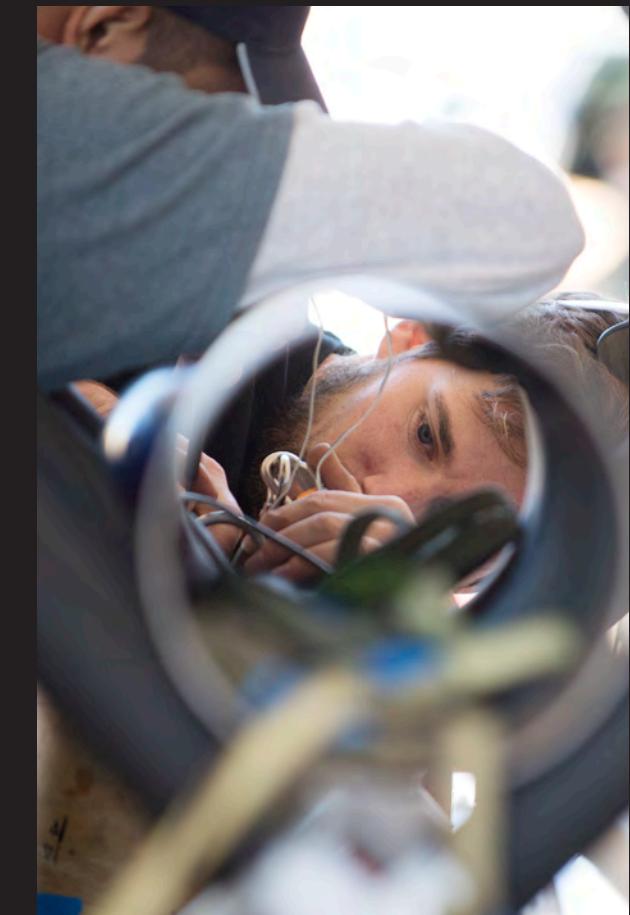
Housed in the forthcoming Applied Sciences Center, the Green Biome Institute will allow researchers to study DNA sequencing. The goal is to help researchers preserve the genetic diversity of plants in California, contribute to the discovery of new and useful biological processes that can improve human lives and create publicly available molecular profiles of endangered native California plants.



ALUMNUS' SUPPORT UPGRADES CAMPUS MACHINE SHOP

Cal Maritime cadets now have access to state-of-the-art fabrication equipment in the newly upgraded campus machine shop, thanks to the philanthropic support of alumnus Dean Gridley ('70).

Gridley's philanthropy improves the School of Engineering's teaching capabilities for faculty and provides students with cutting-edge equipment that will broaden future graduates' range of career opportunities in the maritime industry.



GIFT FROM AUTODESK CREATES CENTER OF POSSIBILITIES

A \$1 million gift from design software giant Autodesk creates the Center for Integrated Design and Advanced Manufacturing at CSUN that will transform the region's engineering, design and manufacturing workforce.

Located near the heart of campus next to Jacaranda Hall, the Center of Possibilities establishes a single, comprehensive space where students can design and create prototype products. The facility will feature areas for team discussion, encouraging students from different disciplines to collaborate during the design, prototyping and testing processes.



ALUMNI COUPLE ESTABLISHES CENTER FOR INNOVATIVE ANALYTICS

A significant gift from alumni David ('84) and Ruth Singelyn ('83) to Cal Poly Pomona's College of Business Administration established the Singelyn Center for Innovative Analytics.

The center features a visual analytics lab, where students can work with faculty using industry-level tools and programs, including new visualization software and interactive displays.

The Singelyns' gift also provides the resources to launch two new graduate degrees—in business analytics and supply chain—while strengthening undergraduate curriculum and supporting faculty research.

GRANT FROM W. M. KECK FOUNDATION SUPPORTS GEOLOGICAL SCIENCES STUDENTS

A \$275,000 grant from the W. M. Keck Foundation supports an undergraduate digital-mapping program in Cal State San Bernardino's Department of Geological Sciences. It places cutting-edge equipment directly into the hands of students, preparing them to succeed in the classroom and in the workforce.

The program enriches students' learning experiences by providing them with career-ready training as well as exposure to other disciplines, including engineering, archeology and history.

MULTIMILLION-DOLLAR COMMITMENT IMPROVES FAIRFIELD OSBORN PRESERVE

A \$2.85 million gift to Sonoma State from the Federated Indians of Graton Rancheria improves and expands the environmental education facilities at the 450-acre Fairfield Osborn Preserve on the northwest slope of Sonoma Mountain.

The commitment funds upgrades that include the creation of an outdoor talking circle at the preserve's education and research center, along with a remodeling of the center to allow greater use by students, faculty, staff, local K-12 students and community members.

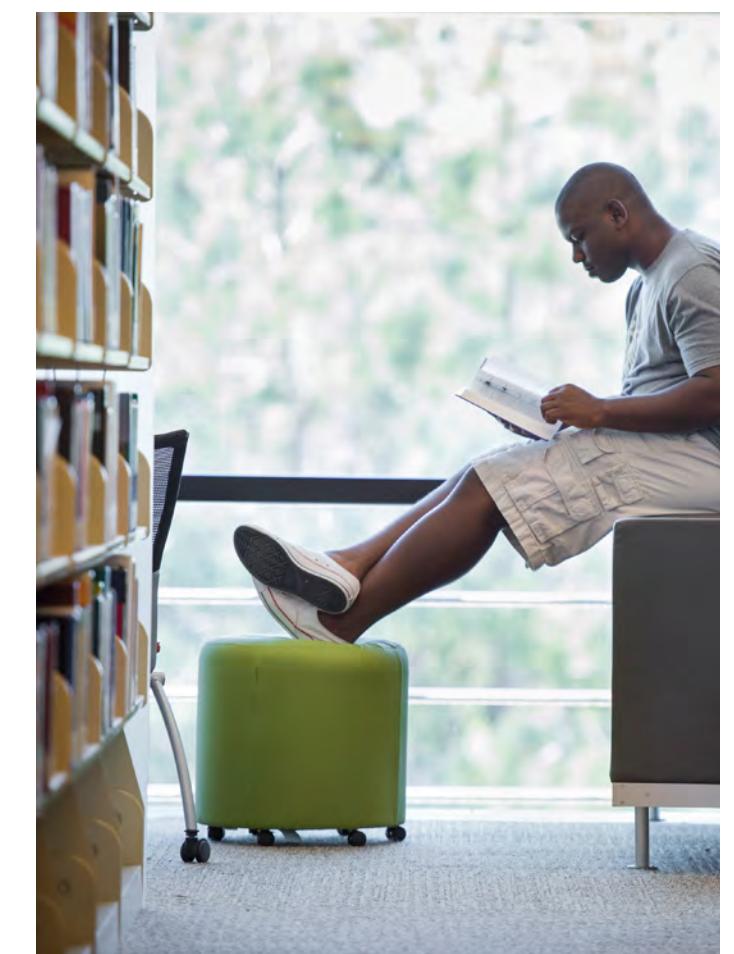
The improvements to the Fairfield Osborn Preserve facility reflect Sonoma State's commitment to sustainability and to helping protect nearby natural resources.

COUPLE PROVIDES GIFT TO J. BURTON VASCHÉ LIBRARY

With a passion for agriculture, sustainability, art and libraries, John and Jeani Ferrari provided a generous gift that helps fund a dramatic remodeling of the J. Burton Vasché Library Building at Stanislaus State.

The library's main foyer will be named in the couple's honor, and the \$250,000 gift also funds a two-story agriculture-themed mural that greets visitors as they enter. The library project is scheduled for completion in 2021.

The Ferraris hold a commitment to better connecting Stanislaus State with the community and raising awareness of the importance of preserving the region's farmland and natural resources.



WANG AWARD

The Wang Family Excellence Award recognizes four outstanding faculty members and one outstanding administrator from across the CSU. The five award recipients have distinguished themselves through extraordinary commitment and exemplary achievements. Each recipient receives a \$20,000 award.

The annual awards are endowed by a generous gift from Trustee Emeritus Stanley Wang. He is a champion of higher education and believes in the importance of recognizing outstanding contributions by faculty and staff that advance student success.



Dr. Eric J. Bartelink
Outstanding Faculty Service Award,
California State University, Chico



Dr. Rajee Amarasinghe
Outstanding Faculty Innovator in Student Success
Award, California State University, Fresno



Professor Brian Levin
Outstanding Faculty Scholarship Award,
California State University, San Bernardino



Dr. Brian P. Self
Outstanding Faculty Teaching Service, California
Polytechnic State University, San Luis Obispo



Laura Lupei
Outstanding Staff Performance Award,
Sonoma State University

2020



FACULTY INNOVATION & LEADERSHIP AWARD

With generous support from the College Futures Foundation, the Faculty Innovation and Leadership Award recognizes faculty who are implementing innovative practices that significantly improve learning and course outcomes. The award also acknowledges faculty who have demonstrated leadership at the department, college or university level to further student success and outcomes in courses that have traditionally low success rates or persistent equity gaps.

As part of the recognition, awardees receive a \$5,000 cash award with \$10,000 allocated to their academic department to support continuing innovation and leadership to advance student success.

The College Futures Foundation aims to foster student-centered practices that support equitable student outcomes.

FACULTY INNOVATION & LEADERSHIP AWARD WINNERS: Shadnaz Asgari, Patricia Backer, James Brady, Heather Castillo and MiRi Park, Fadi Castronovo, Sarah Dahlen, Merav Efrat, Megan Guise, Sharon Hamill, Matthew Johnson and Amy Sprowles, B. Dana Kivel, Kelly McDonald, Archana McEligot, Cheryl McKnight, Cueponcaxochitl Moreno Sandoval, Terri Nelson, Jae Paik, Matthew Paolucci Callahan, Elizabeth Pollard, Susan Roll and Jennifer Wilking, Roberto Soto and John Tarjan

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2020-21

STUDENT ACHIEVEMENT

Donors play a critical role in bolstering CSU students to advance in their journeys of learning and discovery, and to achieve their academic goals—no matter their background or circumstance—by providing the holistic support that is foundational to their success.

As the nation's largest and most diverse four-year public higher education institution, the California State University is a leader in providing an affordable, high-quality education to students from all walks of life.

Donor support has been instrumental in meeting students' basic needs, ensuring their health and well-being and providing transformative opportunities for campus engagement that sustain their forward progress.



GIFT BOOSTS STUDENT WELLNESS

A gift from entrepreneur and philanthropist Louise Shakarian reinforces Cal State Long Beach's position as a leader among universities in promoting student success and wellness.

In addition to providing resources to enhance and expand existing campus student success programs, Shakarian's gift creates new services to support the academic progress, health and wellness of students with special needs.

In recognition of the gift, the campus Student Success Center was named the Shakarian Family Student Success Center.



\$1 MILLION PLEDGE SUPPORTS LEADERSHIP DEVELOPMENT PROGRAM AND HOPE CRISIS FUND

Stepping up to provide critical resources to students in need, the Eustace-Kwan Family Foundation donated \$1 million to San Francisco State's Career Services & Leadership Development program and the HOPE Crisis Fund.

Career Services & Leadership Development offers students skills training and leadership development workshops, while the HOPE Crisis Fund provides emergency funding to students dealing with unexpected crises so that they can continue working toward their degrees.

Since the start of the COVID-19 pandemic, the HOPE Crisis Fund has received more than 1,300 requests totaling \$2.4 million from students in need.

Among the many students helped by the fund is Juthaporn Chaloeicheep, who had her work hours cut at a hospitality staffing agency during the COVID-19 pandemic, making it difficult for her to pay rent, buy food and take care of her young son. The fund helped her to stay on track through her last semester and earn her bachelor's degree in liberal studies.

'It takes a village to have helped me, and that's what San Francisco State was able to provide.'

— Juthaporn Chaloeicheep

UNIVERSITY SUPPORT

The 23 campuses of the California State University stand as beacons of inclusive excellence, where students receive a high-quality education from world-class faculty—much of which is driven by donor support.

Despite the challenges brought by the COVID-19 pandemic, donors are contributing historic amounts to our campuses, keeping vital funding for safe, sustainable, state-of-the-art facilities for learning, research, creative expression and engagement.

Projects funded this year will ensure that CSU students have the superior academic and social support needed to maintain progress toward their degrees, while providing a new and enduring source of pride for the communities we serve.



\$10 MILLION GIFT FUNDS NEW STUDENT UNION

A new student union that will transform Fresno State's campus and provide important learning resources will be built, thanks to a \$10 million gift from entrepreneurs Lynda and Stewart Resnick.

The largest student-life investment in Fresno State history, the Resnicks' gift supports the design, construction, operation and maintenance of the Lynda and Stewart Resnick Student Union, which will achieve LEED Gold-equivalent certification and will be noteworthy for its energy efficiencies.

The facility will serve as a hub for students, accommodating the campus's growing enrollment far into the future.

The Resnicks previously established Wonderful Education in 1994, which provides an agriculture-focused early college pathway and has awarded classroom grants across 165 schools, as well as a remarkable 2,350 college scholarships.

A portion of the Resnicks' most recent donation creates the Wonderful Scholar Center within the new student union, a dedicated space where scholarship recipients will receive tutoring and counseling from college-success specialists.

LAND DONATION BY ELI BROAD PAVES WAY FOR PLACER COUNTY CENTER

A donation of land in unincorporated Placer County from entrepreneur and philanthropist Eli Broad will become the site of the Sacramento State Placer Center.

The 300-acre development will be a full-service employment, entertainment and education center, serving one of California's fastest-growing regions. It will have office and commercial space, along with state-of-the-art research facilities for faculty and students.

When completed, the Sacramento State Placer Center will accommodate as many as 500 full-time students.

VIASAT ENGINEERING PAVILION A RECOGNITION OF \$1.5 MILLION COMMITMENT

CSU San Marcos has renamed its Foundation Classroom Buildings to the Viasat Engineering Pavilion, in acknowledgment of a \$1.5 million pledge from the telecommunications firm Viasat and its employees.

The pledge is in line with the company's larger philanthropic priorities—promoting excellence in science, technology, engineering and math. Based in Carlsbad near the CSU San Marcos campus, Viasat made the gift to recognize the growing need for a diverse engineering workforce in north San Diego County.

‘Our hope is that this beautiful new facility will empower student success well into the future.’

— Lynda Resnick

STUDENT SCHOLARSHIPS

By generously providing millions of dollars in scholarships, California State University donors help students break down economic barriers that prevent them from achieving academic success.

Donor support provides critical resources that open doors for deserving students from all socioeconomic backgrounds to attain their degrees and strive for a better life for themselves and their families.

Scholarships provide a remarkable return on investment, ensuring students have the support they need to achieve their goals and assume leading roles in our state's economic future.



EDUCATOR SUPPORTS ASPIRING TEACHERS

Reinforcing her unwavering commitment to support aspiring teachers, Jeanne Adams is leaving a portion of her estate to CSU Channel Islands.

The longtime educator founded the University Preparation Charter School at CSU Channel Islands in 2002. Nearly two decades later, the school has trained more than 700 student teachers who provide a high-quality education for thousands of pre-K through eighth-grade students across Ventura County.

Adams' estate bequest will provide a continuing source of backing for the CSU Channel Islands School of Education and contribute to the construction of a new performing arts center on campus.

DESTROYED PIANO HITS HIGH NOTE WITH MUSIC SCHOLARSHIPS

After the 2018 Camp Fire destroyed the ebony 1899 Model O Grand Steinway piano owned by legendary Chico State music professor C. Robert Laxson, his children, Andrea Banks and Rob Laxson, filed an insurance claim.

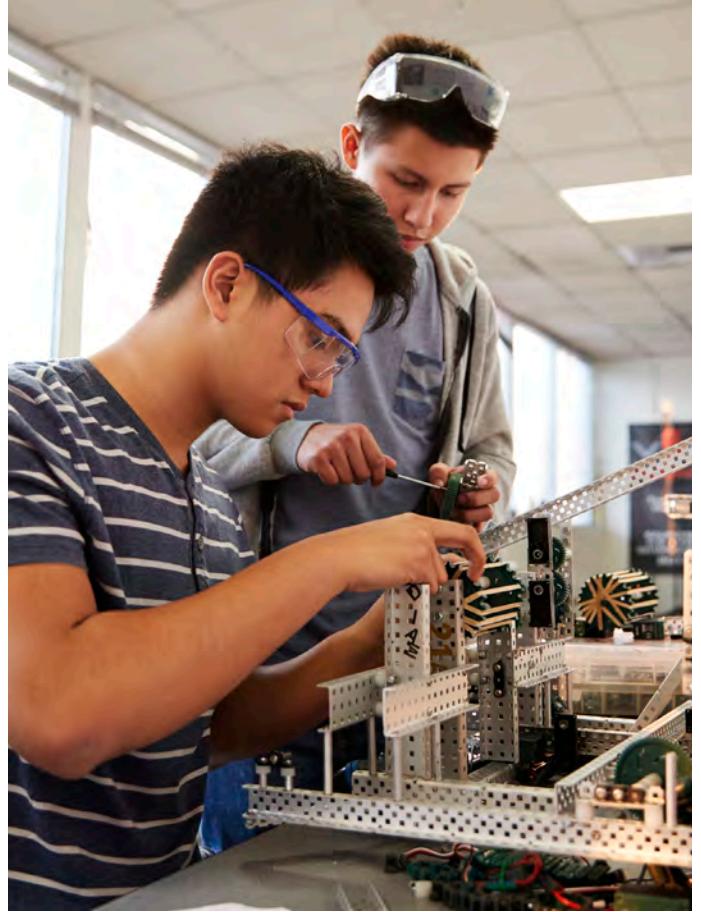
The resulting settlement allowed them to make a generous donation to a Chico State music scholarship established in their father's name to ensure future generations of students will have the support they need to pursue their dreams. The donation funds scholarships for upper-level or graduate students majoring in music, with preference given to those studying keyboard performance or music education.

Laxson, for whom Chico State's historic auditorium is named, taught on campus for 22 years before passing away in 1968 at the age of 55.

Honoring his legacy of community service and charitable outreach, the donation will also assist students who have performed community service in a musical capacity, including volunteering in schools or churches and participating in community music performances.

'This is a tangible way to help my parents' legacies live on. Dad would be so happy to know that if this was the way his piano had to end, at least it is benefiting future educators and musicians.'

— Andrea Banks



DONATION SUPPORTS STEM STUDENTS

A \$200,000 donation from retired Boeing executive John Tracy ('76) and his wife, Katherine, supports low-income students studying computer science, physics, chemistry or mathematics at CSU Dominguez Hills.

The new Takeshi Katsumata Endowed Scholarship is named in honor of Katherine's father, who was placed with his family in one of the internment camps that imprisoned Japanese Americans during World War II. The fund provides scholarships of at least \$5,000 annually to full-time students from low-income households studying in the College of Natural and Behavioral Sciences, to help propel them into successful careers in the booming STEM industries.

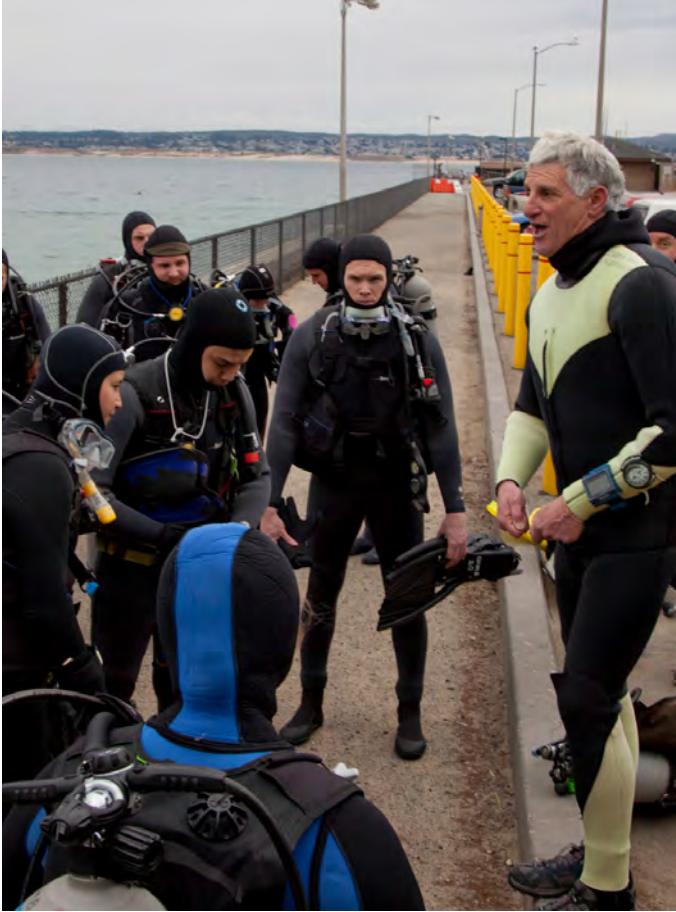


NEW SCHOLARSHIP HELPS NURSING STUDENTS

With a \$150,000 gift, alumna Robin Smith ('78) created a scholarship endowment to support a new nursing program at Humboldt State, helping students to become the next generation of public health care leaders.

The Robin M. Smith RN to BSN Nursing Scholarship Endowment helps fill gaps in the current health care system by preparing nurses to take lead roles in community health settings and develop programs to better serve their communities.

The scholarships helps students who may not qualify for financial aid but who struggle to support their families because they are not yet able to work full time.



ESTATE DONATION MARKS LARGEST SINGLE GIFT IN CSUMB HISTORY

In the largest single gift in the history of CSU Monterey Bay, author and longtime Monterey Bay resident Robert Darwin has pledged his multimillion-dollar estate to provide scholarships for deserving students with the greatest financial need.

The gift will provide an estimated \$1 million annually for scholarships.

Darwin, a child of immigrant parents from eastern Europe, said his gift was inspired by his desire to see hardworking, determined students from immigrant families succeed in life, just as he did.

He believes that higher education provides the best path toward achieving success.



\$1.2 MILLION COMMITMENT SUPPORTS STUDENTS STUDYING ABROAD

Acting on their firm belief in the extraordinary value of a high-quality education that transcends the classroom experience, Michael C. and Kathryn M. Grischy support San José State students studying abroad through a \$1.2 million gift commitment.

The Grischys strongly believe immersive educational experiences in different cultures provide students with new perspectives that can change their worldviews and lives.

The Michael C. and Kathryn M. Grischy Study Abroad Fund in the College of Professional and Global Education establishes an endowment for scholarships that cover one semester of tuition and fees for students studying abroad.

TRUSTEES' AWARD

Trustees' Scholars represent the hopeful, hardworking and resilient spirit that defines California. Nominated by their campus president, each of these students has a superior academic record and serves their community in extraordinary ways. Each has also faced and overcome great obstacles to pursue their dreams through higher education.

The CSU Trustees' Award for Outstanding Achievement is the university's most prestigious scholarship. Thanks to donor generosity, 23 students received an award this year, ranging from \$6,000 to \$15,000.

Chico State student Breanna Holbert was recognized as the 2020 Trustee Emeritus Ali C. Razi Scholar. Raised by a single parent, Breanna didn't think college was possible, because she served as a second parent to her siblings and worked to help with expenses. Fortunately, Breanna's community supported her journey to Chico State to become an agricultural science and education major. Breanna has since served as the first female African American national president in the 90-year history of the Future Farmers of America. Today, Breanna is president of Associated Students at Chico State, and she has been named one of 24 Remarkable Women of the CSU in honor of her many achievements.

2020 AWARDEES: Allison Cheatwood, Patricio Ruano, Breanna Holbert, Skye M. Harris, Celeste Morales, Jose Alvarez, An Thien Le, Julia Jones, Jayden Maree, Lessly Aremy Tapia Torres, Natalie So, Maria Elena Zapata, Anthony Lawson, Christopher Ornelas, Mahdi Jahami, Nora Nickoel Ortega, Deva Reign, Yuri Madenokoji, Jobelle Abellera, Thayara Almeida, Kayla Hoang Nguyen, Therese Azevedo and Robin T. Fredeking.



2020

A group of diverse young adults are walking outdoors in a park-like setting. In the foreground, a woman in a green cardigan and a man in a grey hoodie walk towards the camera. Behind them, a man in a grey hoodie and a striped cap walks away. Further back, two women in plaid jackets walk together, and another woman in a striped shirt walks alone. On the right, a man in a grey hoodie talks on a phone. The background shows trees and a path.

APPENDIX

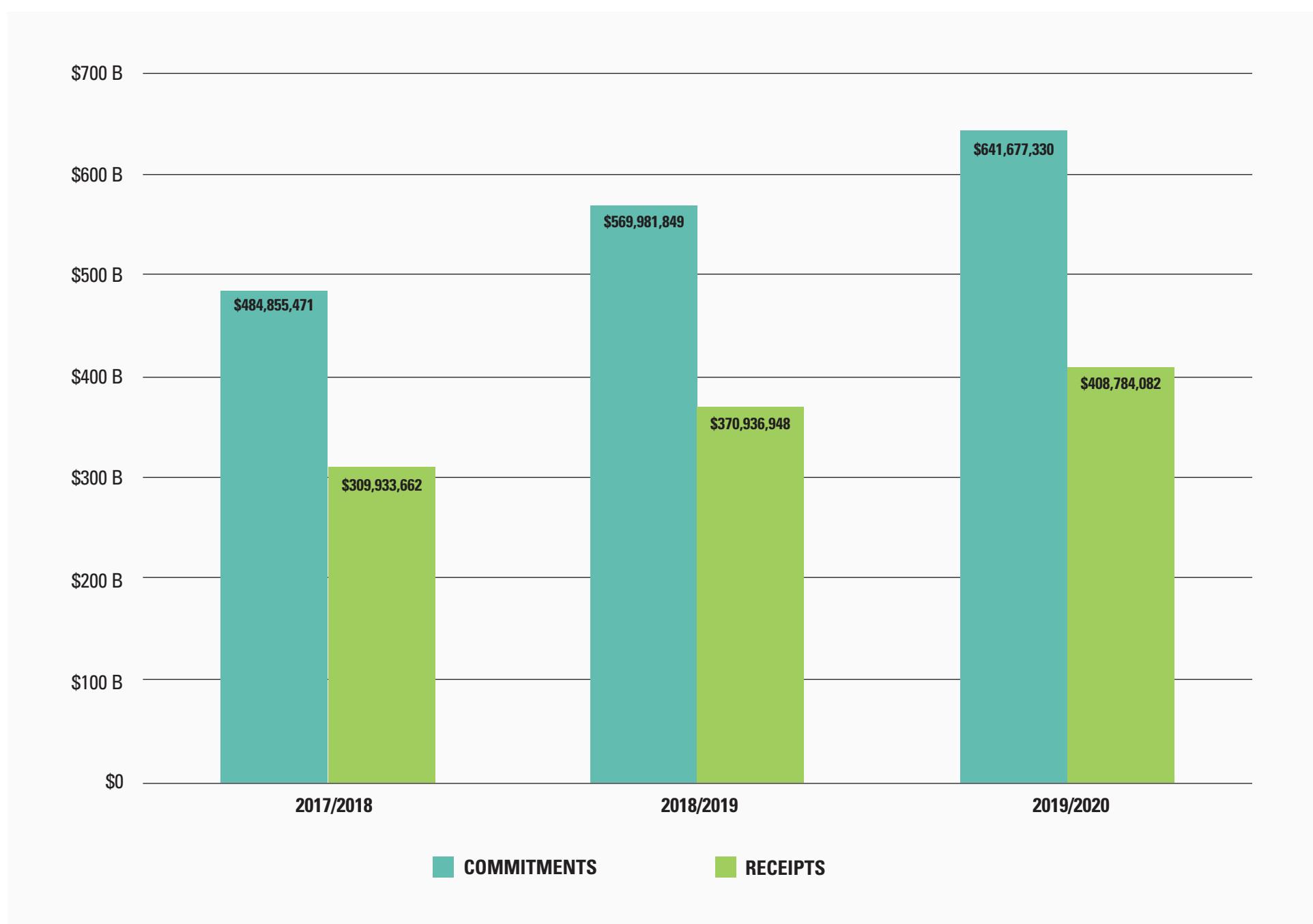
PHILANTHROPIC PRODUCTIVITY

PEER GROUP 1	2017/2018 Total Gift Commitments	2018/2019 Total Gift Commitments	2019/2020 Total Gift Commitments	Three-Year Average	2017/2018 Total Gift Receipts	2018/2019 Total Gift Receipts	2019/2020 Total Gift Receipts	Three-Year Average
Bakersfield	\$5,319,253	\$7,710,367	\$10,341,426	\$7,790,349	\$3,850,722	\$4,618,606	\$6,904,718	\$5,124,682
Channel Islands	\$2,817,809	\$3,878,318	\$3,991,065	\$3,562,397	\$3,423,409	\$3,603,770	\$1,961,368	\$2,996,182
Dominguez Hills	\$4,254,995	\$4,828,696	\$4,501,133	\$4,528,275	\$3,260,211	\$5,621,753	\$3,004,161	\$3,962,042
East Bay	\$20,102,503	\$7,116,510	\$12,582,245	\$13,267,086	\$2,049,684	\$3,472,278	\$9,390,912	\$4,970,958
Humboldt	\$7,560,548	\$7,011,841	\$4,173,396	\$6,248,595	\$4,678,175	\$4,608,647	\$5,788,046	\$5,024,956
Maritime Academy	\$2,864,078	\$2,397,006	\$7,100,761	\$4,120,615	\$2,802,284	\$2,383,534	\$6,127,826	\$3,771,215
San Bernardino	\$8,134,946	\$6,592,728	\$9,712,809	\$8,146,828	\$5,593,685	\$6,268,662	\$5,753,785	\$5,872,044
San Marcos	\$9,781,041	\$10,685,627	\$4,769,464	\$8,412,044	\$5,511,852	\$6,769,732	\$4,543,783	\$5,608,456
Stanislaus	\$5,462,693	\$3,454,377	\$1,476,291	\$3,464,454	\$4,236,579	\$2,912,596	\$1,710,306	\$2,953,160
	\$66,297,866	\$53,675,470	\$58,648,590	\$59,540,642	\$35,406,601	\$40,259,578	\$45,184,905	\$40,283,695
PEER GROUP 2								
Chico	\$16,114,540	\$12,534,161	\$11,679,053	\$13,442,585	\$7,712,540	\$9,483,362	\$7,806,299	\$8,334,067
Los Angeles	\$8,433,102	\$12,369,869	\$12,370,856	\$11,057,942	\$6,660,261	\$7,449,296	\$7,755,367	\$7,288,308
Monterey Bay	\$9,210,183	\$15,349,357	\$40,255,321	\$21,604,954	\$5,626,799	\$9,938,197	\$40,824,876	\$18,796,624
Pomona	\$22,811,559	\$9,986,482	\$9,381,403	\$14,059,815	\$7,939,676	\$9,586,911	\$11,393,006	\$9,639,864
Sacramento	\$23,105,261	\$27,411,285	\$50,462,097	\$33,659,548	\$15,670,026	\$13,530,916	\$22,851,458	\$17,350,800
Sonoma	\$13,037,471	\$8,662,083	\$7,542,624	\$9,747,393	\$5,805,555	\$7,767,223	\$4,195,175	\$5,922,651
	\$92,712,116	\$86,313,237	\$131,691,354	\$103,572,236	\$49,414,857	\$57,755,905	\$94,826,181	\$67,332,314
PEER GROUP 3								
Fresno	\$22,441,034	\$27,602,828	\$32,949,805	\$27,664,556	\$19,879,909	\$20,811,957	\$25,177,931	\$21,956,599
Fullerton	\$23,870,372	\$28,200,665	\$37,012,931	\$29,694,656	\$14,937,543	\$13,844,163	\$26,680,435	\$18,487,380
Long Beach	\$30,992,373	\$38,909,500	\$37,687,176	\$35,863,016	\$23,629,605	\$16,364,275	\$28,417,444	\$22,803,775
Northridge	\$31,657,297	\$21,990,618	\$22,157,446	\$25,268,454	\$14,864,907	\$16,371,608	\$20,905,900	\$17,380,805
San Diego	\$76,819,116	\$111,209,307	\$105,849,850	\$97,959,424	\$77,190,332	\$89,466,049	\$82,747,912	\$83,134,764
San Francisco	\$18,673,402	\$59,922,610	\$31,658,503	\$36,751,505	\$13,373,913	\$53,274,551	\$19,018,161	\$28,555,542
San José	\$34,146,816	\$18,635,501	\$23,632,010	\$25,471,442	\$21,889,986	\$17,921,150	\$15,421,497	\$18,410,878
San Luis Obispo	\$82,457,781	\$117,390,671	\$157,423,672	\$119,090,708	\$35,214,747	\$38,890,734	\$46,547,354	\$40,217,612
	\$321,058,191	\$423,861,700	\$448,371,393	\$397,763,761	\$220,980,942	\$266,944,487	\$264,916,634	\$250,947,354
Chancellor's Office	\$4,787,298	\$6,131,442	\$2,965,993	\$4,628,244	\$4,131,262	\$5,976,978	\$3,856,362	\$4,654,867
	\$484,855,471	\$569,981,849	\$641,677,330	\$565,504,883	\$309,933,662	\$370,936,948	\$408,784,082	\$363,218,231

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

Note 2: Bakersfield adjusted 2017/2018 gift commitments upward by \$1,757,185 and gift receipts upward by \$703,127 to correct errors in pledge reporting.

PHILANTHROPIC PRODUCTIVITY

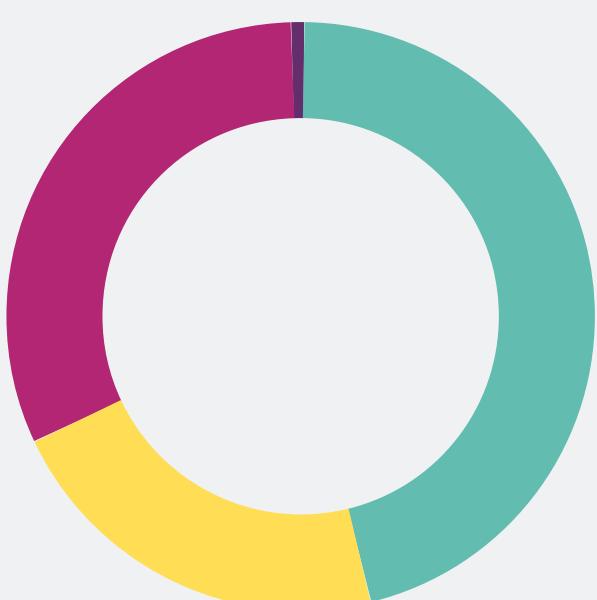


GIFT COMMITMENTS

PEER GROUP 1	New Charitable Gifts	New Pledges	Revocable Deferred Gifts (Face Value)	Native American and Government Contributions	Total Gift Commitments	2019/2020 General Fund	Gift Commitments as a Percentage of the General Fund
Bakersfield	\$2,714,129	\$7,627,297	\$0	\$0	\$10,341,426	\$87,405,309	12%
Channel Islands	\$1,466,465	\$1,412,500	\$1,110,000	\$2,100	\$3,991,065	\$90,574,610	4%
Dominguez Hills	\$2,362,998	\$2,062,974	\$0	\$75,161	\$4,501,133	\$109,471,452	4%
East Bay	\$6,346,495	\$5,985,750	\$250,000	\$0	\$12,582,245	\$111,172,961	11%
Humboldt	\$3,019,292	\$506,254	\$600,000	\$47,850	\$4,173,396	\$90,719,910	5%
Maritime Academy	\$6,034,811	\$65,950	\$1,000,000	\$0	\$7,100,761	\$36,943,076	19%
San Bernardino	\$5,118,181	\$469,941	\$4,018,400	\$106,287	\$9,712,809	\$136,523,808	7%
San Marcos	\$2,433,964	\$49,000	\$2,210,000	\$76,500	\$4,769,464	\$101,997,052	5%
Stanislaus	\$904,511	\$571,500	\$0	\$280	\$1,476,291	\$83,486,447	2%
	\$30,400,846	\$18,751,166	\$9,188,400	\$308,178	\$58,648,590	\$848,294,625	7%
PEER GROUP 2							
Chico	\$6,338,841	\$1,403,962	\$3,936,250	\$0	\$11,679,053	\$140,015,432	8%
Los Angeles	\$3,959,252	\$315,050	\$7,471,554	\$625,000	\$12,370,856	\$187,130,639	7%
Monterey Bay	\$39,468,466	\$679,197	\$100,000	\$7,658	\$40,255,321	\$87,896,283	46%
Pomona	\$6,100,738	\$1,043,881	\$2,236,784	\$0	\$9,381,403	\$172,674,842	5%
Sacramento	\$15,134,941	\$30,640,130	\$4,687,026	\$1,350	\$50,462,097	\$192,757,737	26%
Sonoma	\$3,316,728	\$947,000	\$1,677,194	\$1,601,702	\$7,542,624	\$81,034,783	9%
	\$74,318,966	\$35,029,220	\$20,108,808	\$2,235,710	\$131,691,354	\$861,509,716	15%
PEER GROUP 3							
Fresno	\$21,641,824	\$6,048,984	\$5,052,996	\$206,000	\$32,949,805	\$183,037,032	18%
Fullerton	\$25,600,428	\$2,113,879	\$9,298,259	\$365	\$37,012,931	\$226,992,661	16%
Long Beach	\$11,371,817	\$20,546,717	\$5,768,642	\$0	\$37,687,176	\$242,674,936	16%
Northridge	\$13,146,742	\$1,794,704	\$7,216,000	\$0	\$22,157,446	\$246,171,096	9%
San Diego	\$71,532,462	\$15,386,284	\$18,915,204	\$15,900	\$105,849,850	\$226,870,096	47%
San Francisco	\$11,222,799	\$17,313,992	\$3,121,712	\$0	\$31,658,503	\$198,020,659	16%
San José	\$9,103,046	\$7,886,467	\$6,642,497	\$0	\$23,632,010	\$192,262,682	12%
San Luis Obispo	\$25,811,620	\$14,325,231	\$117,286,821	\$0	\$157,423,672	\$160,752,268	98%
	\$189,430,738	\$85,416,258	\$173,302,131	\$222,265	\$448,371,393	\$1,676,781,430	27%
Chancellor's Office	\$1,831,362	\$1,128,631	\$0	\$6,000	\$2,965,993	\$156,989,053	2%
	\$295,981,912	\$140,325,275	\$202,599,339	\$2,772,153	\$641,677,330	\$3,543,574,824	18%

Note 1: Group 1 campuses generally have fewer than 5,000 individual donors, fewer than 10 full-time professional fundraisers and less than \$25 million in endowment market value.
 Group 2 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 3 campuses generally have more than 10,000 individual donors, more than 20 full-time professional fundraisers and over \$50 million in endowment market value.

GIFT COMMITMENTS



- New Charitable Gifts **46%**
- New Pledges **22%**
- Revocable Deferred Gifts (Face Value) **31.6%**
- Native American and Government Contributions **.4%**



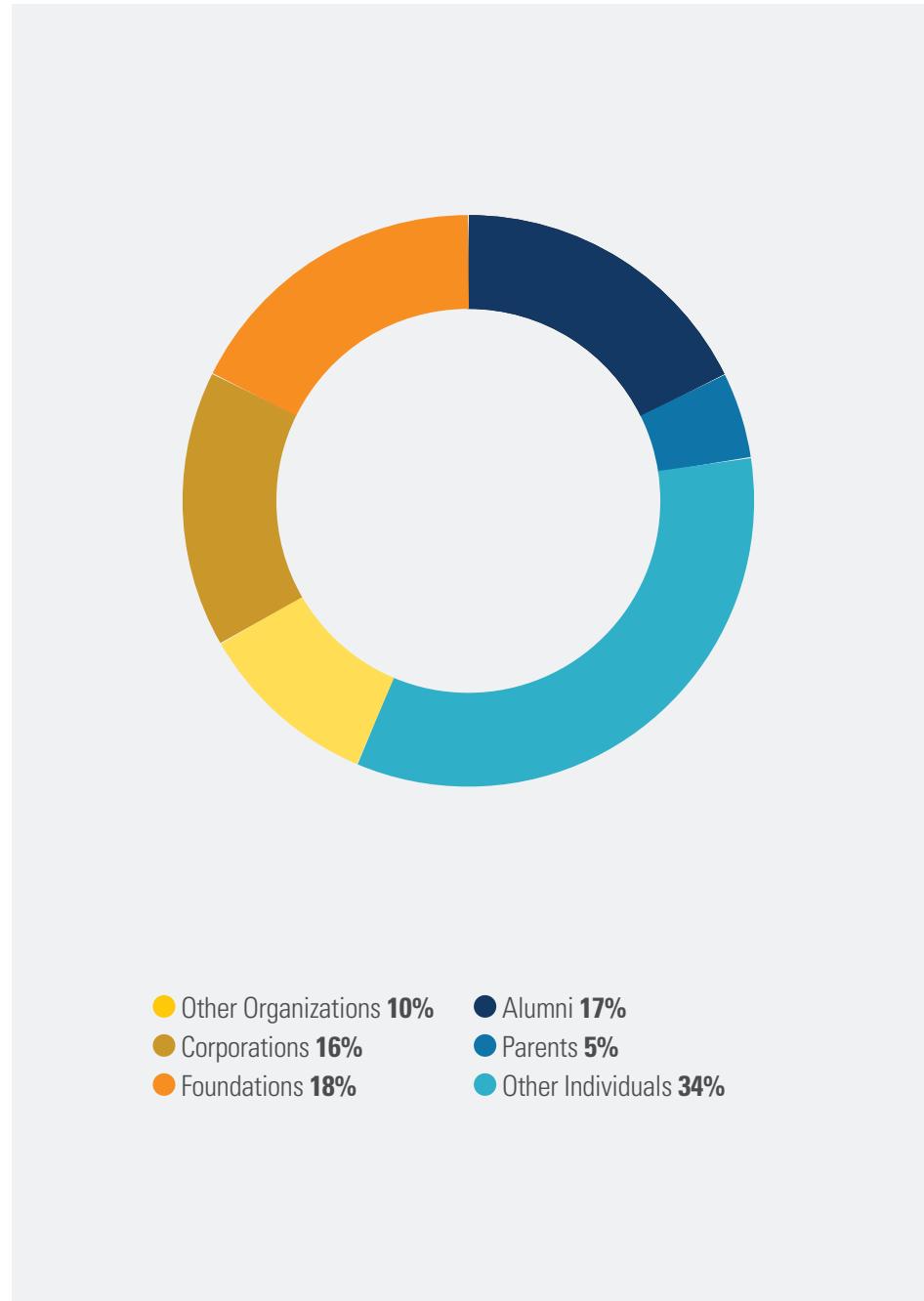
GIFT RECEIPTS BY SOURCE

PEER GROUP 1	Individuals			Organizations			Gift Receipts Total	Total Number Individual Donors
	Alumni	Parents	Other Individuals	Foundations	Corporations	Other Organizations		
Bakersfield	\$186,250	\$2,064	\$3,907,819	\$296,381	\$1,966,102	\$546,102	\$6,904,718	1,062
Channel Islands	\$26,102	\$6,898	\$710,252	\$322,184	\$743,550	\$152,382	\$1,961,368	1,970
Dominguez Hills	\$191,560	\$2,669	\$323,357	\$1,201,741	\$866,640	\$418,194	\$3,004,161	1,482
East Bay	\$5,962,325	\$25,611	\$674,725	\$2,132,586	\$281,161	\$314,504	\$9,390,912	2,266
Humboldt	\$1,069,553	\$78,718	\$688,484	\$764,359	\$2,321,654	\$865,278	\$5,788,046	3,519
Maritime Academy	\$2,062,469	\$62,864	\$3,150,167	\$122,201	\$609,250	\$120,875	\$6,127,826	922
San Bernardino	\$247,682	\$19,224	\$3,257,623	\$993,409	\$814,717	\$421,130	\$5,753,785	2,844
San Marcos	\$88,057	\$41,600	\$1,076,563	\$2,361,356	\$585,669	\$390,538	\$4,543,783	2,421
Stanislaus	\$121,124	\$0	\$324,237	\$594,305	\$640,243	\$30,397	\$1,710,306	1,075
	\$9,955,122	\$239,648	\$14,113,227	\$8,788,522	\$8,828,986	\$3,259,400	\$45,184,905	17,561
PEER GROUP 2								
Chico	\$1,945,373	\$506,345	\$1,576,000	\$1,928,541	\$1,147,133	\$702,907	\$7,806,299	13,830
Los Angeles	\$1,776,189	\$4,230	\$3,661,211	\$915,933	\$675,243	\$722,561	\$7,755,367	2,870
Monterey Bay	\$17,560	\$970,532	\$35,521,122	\$2,437,556	\$876,053	\$1,002,053	\$40,824,876	9,638
Pomona	\$2,630,765	\$111,471	\$5,155,695	\$956,873	\$2,337,250	\$200,952	\$11,393,006	5,826
Sacramento	\$2,447,380	\$98,336	\$14,077,056	\$1,645,576	\$4,157,385	\$425,725	\$22,851,458	41,698
Sonoma	\$280,996	\$24,305	\$1,210,057	\$1,411,382	\$1,187,121	\$81,314	\$4,195,175	1,551
	\$9,098,263	\$1,715,219	\$61,201,141	\$9,295,861	\$10,380,185	\$3,135,512	\$94,826,181	75,413
PEER GROUP 3								
Fresno	\$4,733,628	\$155,266	\$8,136,508	\$5,146,233	\$4,929,734	\$2,076,562	\$25,177,931	10,967
Fullerton	\$1,160,258	\$10,262,804	\$2,090,107	\$2,597,227	\$3,426,247	\$7,143,792	\$26,680,435	12,999
Long Beach	\$3,068,318	\$4,949,071	\$13,887,353	\$1,998,798	\$3,103,433	\$1,410,471	\$28,417,444	17,645
Northridge	\$2,604,266	\$259,303	\$3,537,330	\$8,583,796	\$4,983,279	\$937,926	\$20,905,900	12,841
San Diego	\$15,813,099	\$1,269,386	\$28,938,801	\$13,903,831	\$9,090,882	\$13,731,913	\$82,747,912	73,676
San Francisco	\$6,606,972	\$30,060	\$1,852,493	\$6,090,808	\$3,256,835	\$1,180,993	\$19,018,161	3,801
San José	\$5,445,836	\$86,825	\$2,327,238	\$4,459,088	\$3,002,532	\$99,978	\$15,421,497	6,202
San Luis Obispo	\$12,646,658	\$1,447,085	\$3,016,607	\$8,905,508	\$11,741,133	\$8,790,363	\$46,547,354	11,542
	\$52,079,035	\$18,459,800	\$63,786,437	\$51,685,289	\$43,534,075	\$35,371,998	\$264,916,634	149,673
Chancellor's Office	\$0	\$0	\$183,137	\$2,390,250	\$1,209,681	\$73,294	\$3,856,362	104
	\$71,132,420	\$20,414,667	\$139,283,942	\$72,159,922	\$63,952,927	\$41,840,204	\$408,784,082	242,751

Note 1: Number of individual donors includes alumni, parents, faculty, staff, students and friends of the university.



GIFT RECEIPTS BY SOURCE

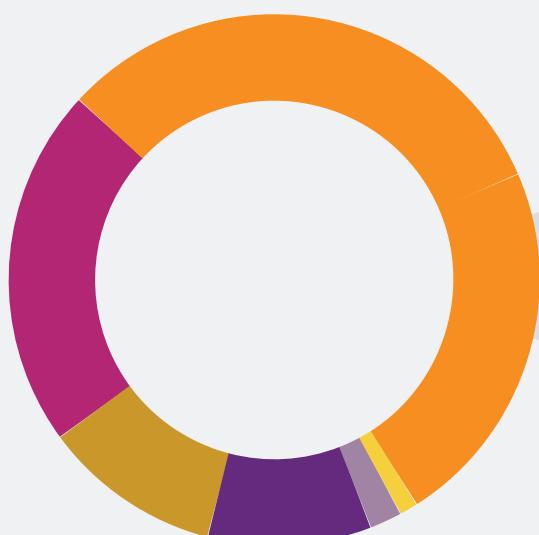


GIFT RECEIPTS BY PURPOSE

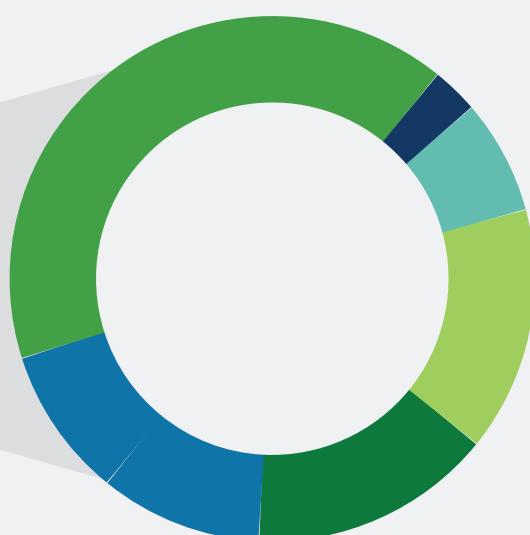
PEER GROUP 1	CURRENT PROGRAMS		CAPITAL PURPOSES			IRREVOCABLE DEFERRED GIFTS		Gift Receipts Total
	Unrestricted	Restricted	Campus Improvements: Property, Buildings and Equipment	Endowment Unrestricted	Endowment Restricted	Present Value		
Bakersfield	\$250,736	\$2,207,780	\$1,950,325	\$0	\$2,495,877	\$0	\$6,904,718	
Channel Islands	\$307,777	\$1,525,578	\$0	\$0	\$128,013	\$0	\$1,961,368	
Dominguez Hills	\$223,167	\$2,483,679	\$0	\$42,095	\$255,220	\$0	\$3,004,161	
East Bay	\$156,844	\$3,180,952	\$80,417	\$0	\$939,998	\$5,032,701	\$9,390,912	
Humboldt	\$178,382	\$2,981,785	\$0	\$0	\$2,624,309	\$3,570	\$5,788,046	
Maritime Academy	\$2,371,320	\$909,587	\$470,330	\$1,500,464	\$876,125	\$0	\$6,127,826	
San Bernardino	\$40,029	\$4,637,262	\$669,480	\$0	\$407,014	\$0	\$5,753,785	
San Marcos	\$21,523	\$3,583,370	\$0	\$26,604	\$912,286	\$0	\$4,543,783	
Stanislaus	\$14,568	\$1,494,230	\$0	\$0	\$201,508	\$0	\$1,710,306	
	\$3,564,346	\$23,004,223	\$3,170,552	\$1,569,163	\$8,840,350	\$5,036,271	\$45,184,905	
PEER GROUP 2								
Chico	\$363,420	\$5,663,999	\$365,433	\$109,105	\$1,304,342	\$0	\$7,806,299	
Los Angeles	\$256,952	\$3,508,056	\$30,246	\$0	\$3,949,289	\$10,824	\$7,755,367	
Monterey Bay	\$24,324	\$5,645,352	\$60,000	\$0	\$579,896	\$34,515,304	\$40,824,876	
Pomona	\$95,010	\$5,542,144	\$771,459	\$0	\$4,913,331	\$71,062	\$11,393,006	
Sacramento	\$220,011	\$15,880,691	\$3,263,404	\$0	\$3,487,352	\$0	\$22,851,458	
Sonoma	\$26,182	\$3,244,187	\$240,257	\$0	\$658,549	\$26,000	\$4,195,175	
	\$985,899	\$39,484,429	\$4,730,799	\$109,105	\$14,892,759	\$34,623,190	\$94,826,181	
PEER GROUP 3								
Fresno	\$34,166	\$15,642,654	\$6,342,365	\$52,105	\$3,106,641	\$0	\$25,177,931	
Fullerton	\$2,480,458	\$11,956,653	\$109,671	\$50,100	\$12,083,553	\$0	\$26,680,435	
Long Beach	\$359,394	\$10,803,487	\$8,793,425	\$0	\$8,447,428	\$13,710	\$28,417,444	
Northridge	\$92,001	\$9,462,808	\$560,270	\$1,500,000	\$8,911,433	\$379,388	\$20,905,900	
San Diego	\$70,178	\$60,577,406	\$5,382,457	\$0	\$16,717,871	\$0	\$82,747,912	
San Francisco	\$191,348	\$11,344,912	\$496,617	\$13,165	\$6,972,119	\$0	\$19,018,161	
San José	\$183,306	\$10,745,133	\$5,775	\$78,882	\$4,393,809	\$14,592	\$15,421,497	
San Luis Obispo	\$621,667	\$25,582,572	\$13,506,462	\$0	\$6,829,542	\$7,111	\$46,547,354	
	\$4,032,518	\$156,115,625	\$35,197,042	\$1,694,252	\$67,462,396	\$414,801	\$264,916,634	
Chancellor's Office	\$87,620	\$3,713,785	\$0	\$500	\$54,457	\$0	\$3,856,362	
GRAND TOTAL	\$8,670,383	\$222,318,062	\$43,098,393	\$3,373,020	\$91,249,962	\$40,074,262	\$408,784,082	

GIFT RECEIPTS BY PURPOSE

GIFT RECEIPTS BY PURPOSE



GIFT RECEIPTS FOR CURRENT PROGRAMS



● Current Programs Restricted **54%**
 ● Endowment Restricted **22%**
 ● Property, Buildings and Equipment **11%**

● Irrevocable Deferred Gifts **10%**
 ● Current Programs Unrestricted **2%**
 ● Endowment Unrestricted **1%**

● Faculty Support and Academic Enrichment **41%**
 ● Public Service Programs **19%**
 ● Additional University Priorities **15%**

● Student Scholarships **15%**
 ● Athletics **7%**
 ● Equipment and Facility Improvements **3%**

ALUMNI

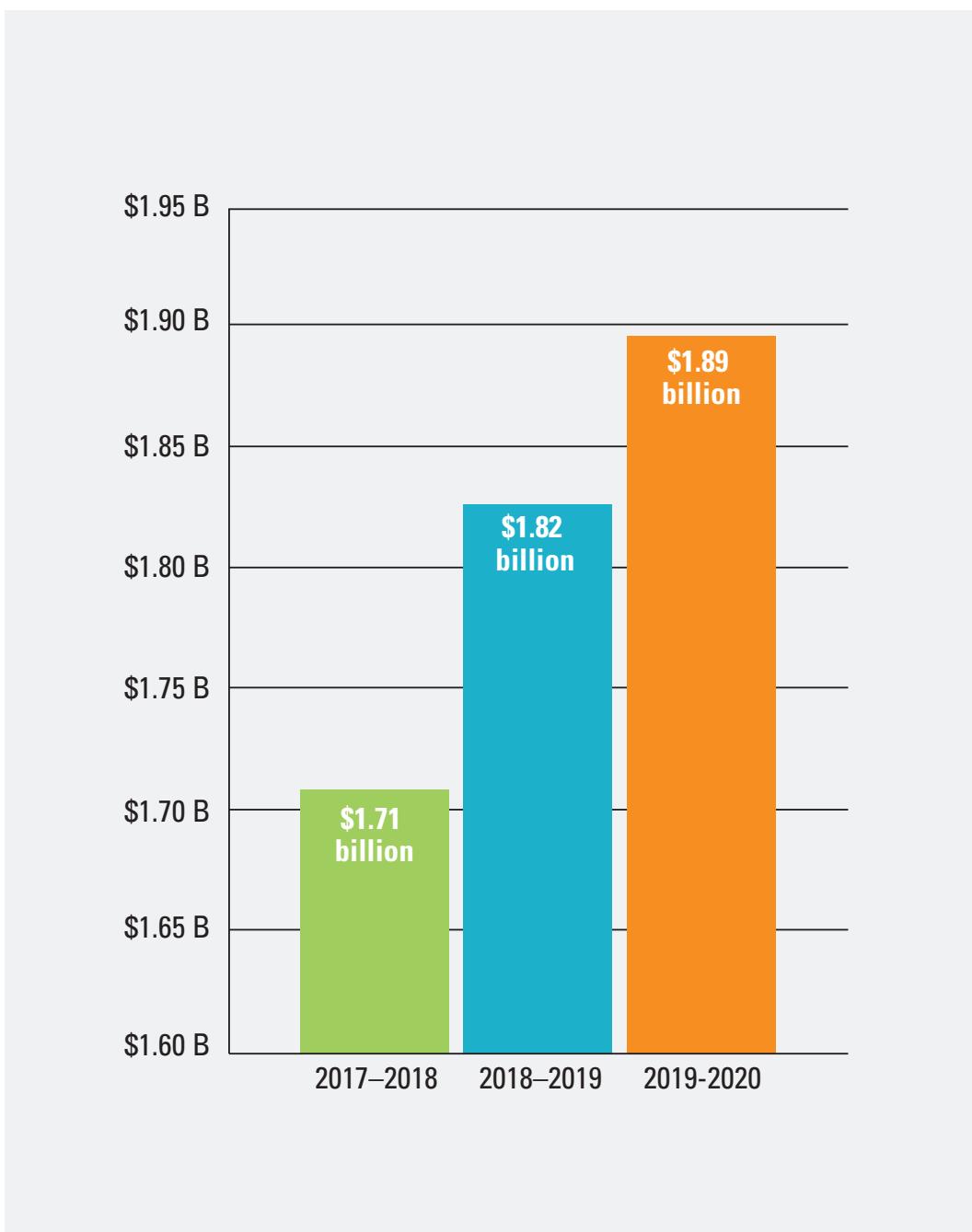
PEER GROUP 1	Number of Addressable Alumni	Alumni Solicited	Alumni Donors	Total Alumni Contributions
Bakersfield	55,755	37,694	421	\$186,250
Channel Islands	22,340	19,138	990	\$26,102
Dominguez Hills	103,960	102,360	1,235	\$191,560
East Bay	148,225	23,286	1,250	\$5,962,325
Humboldt	61,089	33,562	1,723	\$1,069,553
Maritime Academy	5,317	5,179	384	\$2,062,469
San Bernardino	95,913	29,094	1,682	\$247,682
San Marcos	50,671	29,849	803	\$88,057
Stanislaus	60,961	46,935	592	\$121,124
	604,231	327,097	9,080	\$9,955,122
PEER GROUP 2				
Chico	166,435	14,112	4,989	\$1,945,373
Los Angeles	175,271	172,278	2,368	\$1,776,189
Monterey Bay	22,779	21,854	135	\$17,560
Pomona	195,755	81,229	3,513	\$2,630,765
Sacramento	252,759	177,778	1,979	\$2,447,380
Sonoma	63,974	42,222	294	\$280,996
	876,973	509,473	13,278	\$9,098,263
PEER GROUP 3				
Fresno	205,680	107,735	6,274	\$4,733,628
Fullerton	280,948	210,883	8,368	\$1,160,258
Long Beach	329,228	150,386	6,830	\$3,068,318
Northridge	368,942	277,369	5,498	\$2,604,266
San Diego	476,322	207,189	16,707	\$15,813,099
San Francisco	305,180	8,453	1,938	\$6,606,972
San José	275,111	213,488	3,391	\$5,445,836
San Luis Obispo	211,692	99,848	4,766	\$12,646,658
	2,453,103	1,275,351	53,772	\$52,079,035
GRAND TOTAL	3,934,307	2,111,921	76,130	\$71,132,420



PLANNED GIVING

PEER GROUP 1	IRREVOCABLE DEFERRED GIFTS		REVOCABLE DEFERRED GIFTS	
	Face Value	Present Value	Face Value	Present Value
Bakersfield	\$0	\$0	\$0	\$0
Channel Islands	\$0	\$0	\$1,110,000	\$885,546
Dominguez Hills	\$0	\$0	\$0	\$0
East Bay	\$5,100,000	\$5,032,701	\$250,000	\$250,000
Humboldt	\$10,000	\$3,570	\$600,000	\$395,396
Maritime Academy	\$0	\$0	\$1,000,000	\$1,000,000
San Bernardino	\$0	\$0	\$4,018,400	\$3,174,880
San Marcos	\$0	\$0	\$2,210,000	\$1,336,896
Stanislaus	\$0	\$0	\$0	\$0
	\$5,110,000	\$5,036,271	\$9,188,400	\$7,042,718
PEER GROUP 2				
Chico	\$0	\$0	\$3,936,250	\$2,832,073
Los Angeles	\$45,000	\$10,824	\$7,471,554	\$5,076,283
Monterey Bay	\$36,200,000	\$34,515,304	\$100,000	\$90,104
Pomona	\$130,000	\$71,062	\$2,236,784	\$1,468,497
Sacramento	\$0	\$0	\$4,687,026	\$2,119,302
Sonoma	\$26,666	\$26,000	\$1,677,194	\$1,405,403
	\$36,401,666	\$34,623,190	\$20,108,808	\$12,991,662
PEER GROUP 3				
Fresno	\$0	\$0	\$5,052,996	\$2,806,438
Fullerton	\$0	\$0	\$9,298,259	\$6,875,694
Long Beach	\$25,000	\$13,710	\$5,768,642	\$3,834,379
Northridge	\$610,956	\$379,388	\$7,216,000	\$4,345,502
San Diego	\$0	\$0	\$18,915,204	\$0
San Francisco	\$0	\$0	\$3,121,712	\$2,578,357
San José	\$100,463	\$14,592	\$6,642,497	\$4,317,536
San Luis Obispo	\$14,318	\$7,111	\$117,286,821	\$62,664,666
	\$750,737	\$414,801	\$173,302,131	\$87,422,572
Chancellor's Office	\$0	\$0	\$0	\$0
GRAND TOTAL	\$42,262,403	\$40,074,262	\$202,599,339	\$107,456,952

ENDOWMENT MARKET VALUE



\$94.6 MILLION
GIFTS TO ENDOWMENT

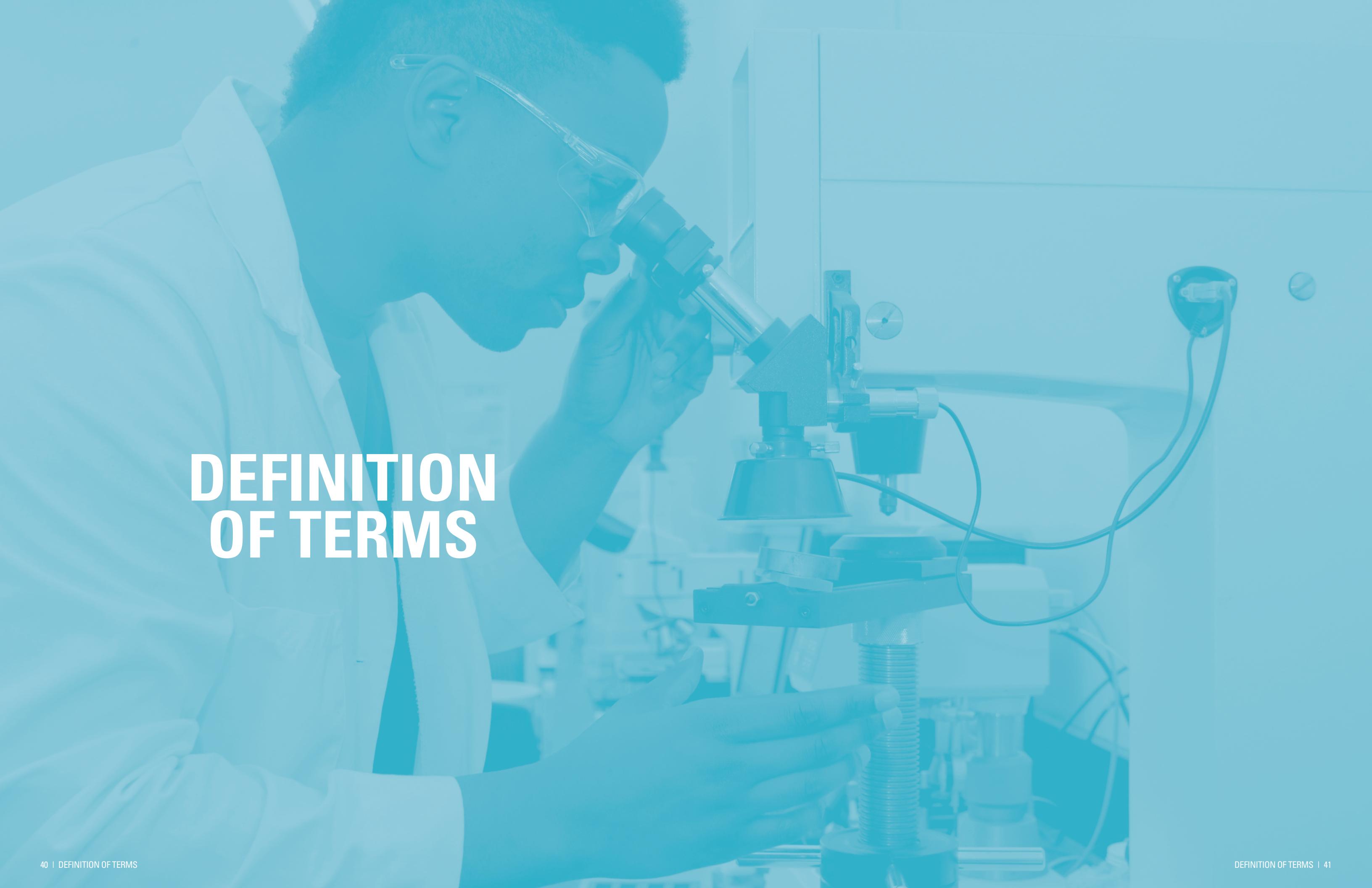


ENDOWMENT

PEER GROUP 1	2018-2019 TO 2019-2020 COMPARISON			2019/2020 Investment Return Rate	Three-Year Average	Five-Year Average	Ten-Year Average	2019/2020 Gifts to Endowment	2019/2020 Endowment Distribution
	2017/2018 Market Value	2018/2019 Market Value	2019/2020 Market Value						
Bakersfield	\$25,729,752	\$25,474,074	\$26,944,055	\$1,469,981	5.77%	1.11%	3.80%	2.73%	6.46%
Channel Islands	\$15,718,002	\$16,049,730	\$15,625,255	-\$424,475	-2.64%	5.37%	5.07%	5.00%	7.33%
Dominguez Hills	\$10,393,538	\$12,542,519	\$13,067,588	\$525,069	4.19%	3.31%	5.99%	4.93%	7.58%
East Bay	\$17,090,644	\$17,838,030	\$16,876,939	-\$961,091	-5.39%	-3.00%	1.53%	3.34%	6.31%
Humboldt	\$30,058,632	\$31,287,672	\$32,059,529	\$771,857	2.47%	2.33%	4.20%	5.31%	7.03%
Maritime Academy	\$8,764,384	\$9,246,845	\$10,726,358	\$1,479,513	16.00%	-4.20%	0.95%	2.13%	4.14%
San Bernardino	\$39,641,520	\$41,117,664	\$44,939,032	\$3,821,368	9.29%	0.20%	3.43%	4.00%	6.45%
San Marcos	\$25,007,293	\$26,288,717	\$27,957,341	\$1,668,624	6.35%	2.20%	4.56%	4.68%	7.74%
Stanislaus	\$16,358,618	\$16,552,261	\$16,131,357	-\$420,904	-2.54%	2.64%	3.40%	2.83%	3.96%
	\$188,762,383	\$196,397,512	\$204,327,454	\$7,929,942	4.04%	1.11%	3.66%	3.97%	6.51%
								\$10,409,513	\$6,373,911
PEER GROUP 2									
Chico	\$64,728,583	\$65,293,330	\$62,941,713	-\$2,351,617	-3.60%	-1.50%	2.60%	3.50%	6.31%
Los Angeles	\$40,070,947	\$42,527,931	\$46,190,859	\$3,662,928	8.61%	2.13%	4.38%	4.46%	6.69%
Monterey Bay	\$23,915,333	\$27,083,828	\$27,497,544	\$413,716	1.53%	-0.10%	3.80%	4.82%	7.35%
Pomona	\$99,711,469	\$101,598,664	\$105,450,164	\$3,851,500	3.79%	3.49%	4.77%	4.59%	7.06%
Sacramento	\$48,045,682	\$51,241,432	\$57,172,334	\$5,930,902	11.57%	4.90%	6.13%	5.12%	5.88%
Sonoma	\$49,080,742	\$52,281,185	\$52,739,462	\$458,277	0.88%	3.90%	4.67%	4.40%	5.99%
	\$325,552,756	\$340,026,370	\$351,992,076	\$11,965,706	3.52%	2.14%	4.39%	4.51%	6.39%
								\$15,001,864	\$12,084,970
PEER GROUP 3									
Fresno	\$161,563,982	\$170,314,606	\$170,750,351	\$435,745	0.26%	1.05%	4.89%	4.44%	6.43%
Fullerton	\$64,984,100	\$68,754,849	\$81,744,364	\$12,989,515	18.89%	3.30%	5.03%	4.98%	6.37%
Long Beach	\$77,174,529	\$79,351,656	\$85,616,503	\$6,264,847	7.90%	2.80%	5.25%	5.31%	7.34%
Northridge	\$110,709,702	\$119,016,374	\$126,263,497	\$7,247,123	6.09%	4.37%	6.09%	5.68%	7.50%
San Diego	\$293,037,763	\$308,308,377	\$330,278,508	\$21,970,131	7.13%	7.40%	6.03%	5.98%	8.08%
San Francisco	\$90,778,660	\$137,080,484	\$140,759,249	\$3,678,766	2.68%	1.90%	3.83%	4.37%	5.91%
San José	\$150,056,030	\$153,212,205	\$148,747,339	-\$4,464,866	-2.91%	-0.30%	3.60%	4.44%	7.16%
San Luis Obispo	\$220,534,684	\$227,678,094	\$226,105,393	-\$1,572,701	-0.69%	1.10%	4.53%	5.08%	7.39%
	\$1,168,839,450	\$1,263,716,645	\$1,310,265,204	\$46,548,560	3.68%	2.70%	4.91%	4.94%	7.20%
								\$69,156,648	\$46,050,734
Chancellor's Office	\$25,070,216	\$25,106,297	\$27,828,185	\$2,721,888	10.84%	4.16%	5.27%	5.10%	6.91%
	\$1,708,224,805	\$1,825,246,824	\$1,894,412,919	\$69,166,096	3.79%	2.02%	4.33%	4.47%	6.64%
								\$94,622,982	\$65,408,642

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.

A scientist with dark skin and curly hair, wearing a white lab coat and safety glasses, is looking through the eyepiece of a compound light microscope. The scientist's hands are gloved, and they are adjusting the microscope's focus. The background shows a typical laboratory setting with various pieces of equipment and glassware.

DEFINITION OF TERMS

DEFINITION OF TERMS

CHARITABLE GIFT COMMITMENTS

The data represent 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 continuing commitments through multiyear pledges and support promised through testamentary provisions in wills, trusts and beneficiary designations. Revocable deferred gifts 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, represent 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, deferred 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. These standards are utilized in the annual Voluntary Support of Education Survey. These numbers will not reconcile to the annual audited financial statements that use accounting standards.

ENDOWMENT

Funds to be retained and invested for income-producing purposes. Donors may restrict the uses of the income produced or allow the institution discretion to make allocations.

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, the principal of which may be spent at the discretion of the governing board.

GROUP 1

Campuses categorized within Group 1 generally have fewer than 5,000 individual donors, fewer 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 equivalent to 10 percent of the campus state budget.

GROUP 2

Campuses categorized within Group 2 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 equivalent to 10 percent to 15 percent of the campus state budget.

GROUP 3

Campuses categorized within Group 3 generally have more than 10,000 individual donors, more than 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 with no restrictions, 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 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 to retire debt.

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. These provisions are counted at market value.

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 campus has a reasonable means of contacting. It is within the discretion of each campus 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

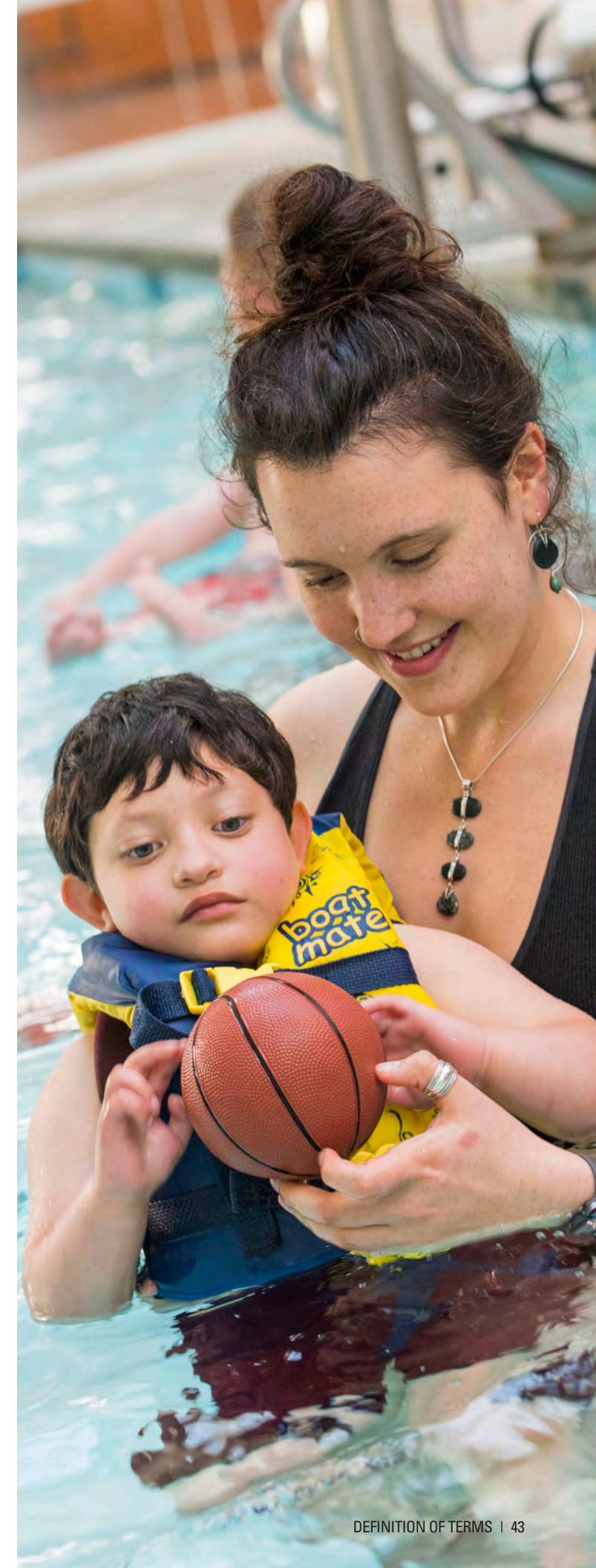
Personal/family foundations and other foundations and trusts that are private tax-exempt entities operated exclusively for charitable purposes. It does not include company-sponsored foundations.

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.

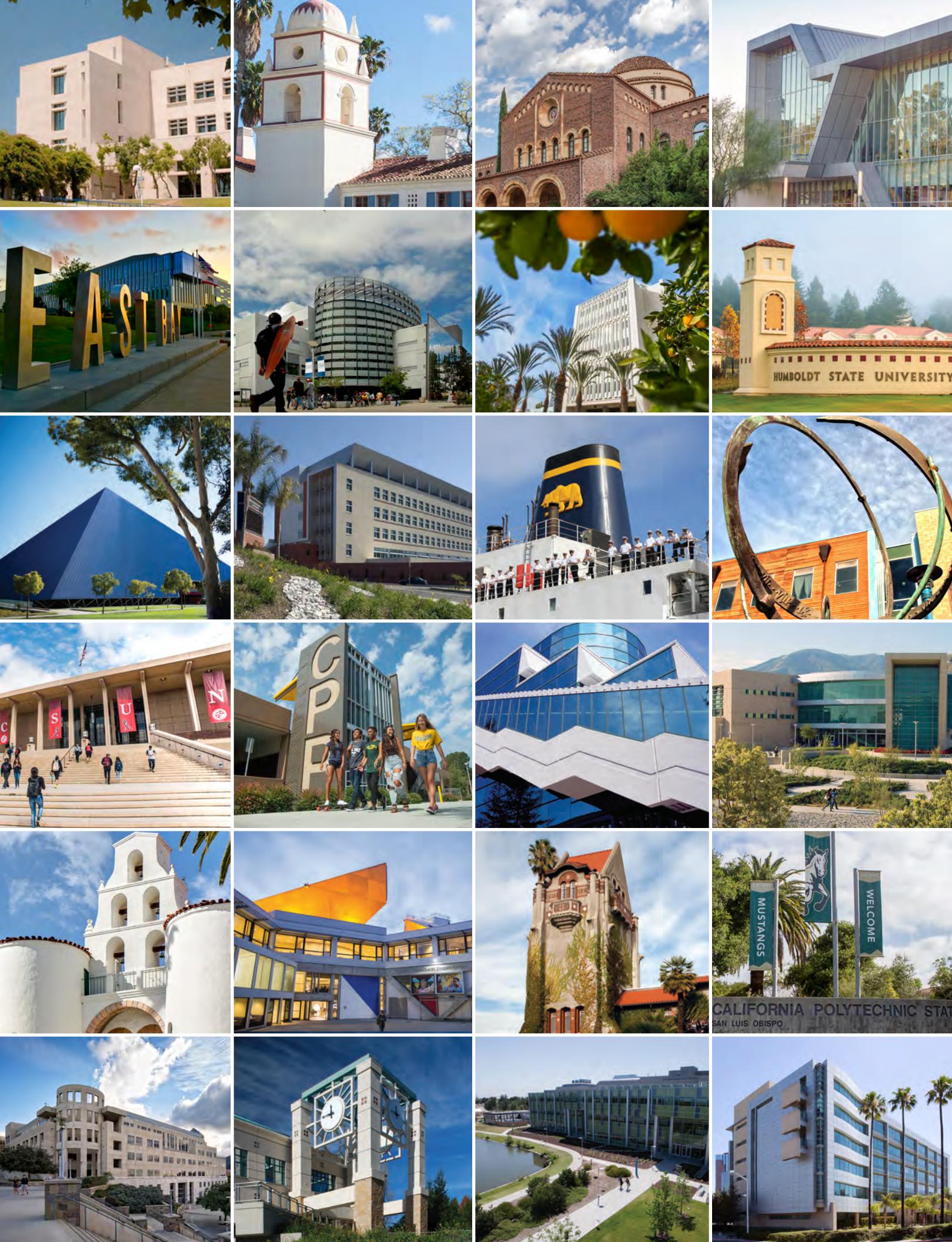
OTHER ORGANIZATIONS

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





THE CALIFORNIA STATE UNIVERSITY





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