

AGENDA

COMMITTEE ON INSTITUTIONAL ADVANCEMENT

Meeting: 2:30 p.m., Tuesday, January 28, 2025
Glenn S. Dumke Conference Center

Leslie Gilbert-Lurie, Chair
Jean Picker Firstenberg, Vice Chair
Mark Ghilarducci
Jazmin Guajardo
Jonathan Molina Mancio
Yammilette Rodriguez
Jose Antonio Vargas

- Consent** 1. Approval of Minutes, *Action*
- Discussion** 2. Naming of the Duran Sciences Building – San Diego State University, *Action*
3. 2023-2024 CSU Report on Donor Support, *Action*

**MINUTES OF THE MEETING OF THE
COMMITTEE ON INSTITUTIONAL ADVANCEMENT**

Trustees of The California State University
Office of the Chancellor
Glenn S. Dumke Conference Center
401 Golden Shore
Long Beach, California

November 21, 2024

Members Present

Leslie Gilbert-Lurie, Chair
Jean Picker Firstenberg, Vice Chair
Jazmin Guajardo
Jonathan Molina Mancio
Jose Antonio Vargas

Mildred García, Chancellor
Jack B. Clarke, Jr., Chair of the Board

Trustee Gilbert-Lurie called the meeting to order.

Consent Agenda

The minutes of the September 24, 2024 meeting of the Committee on Institutional Advancement were approved as submitted.

Item 2, Naming of the San Francisco Federal Credit Union Gymnasium at San Francisco State University, was approved as submitted (RIA 11-24-07).

Trustee Gilbert-Lurie adjourned the meeting of the Committee on Institutional Advancement.

COMMITTEE ON INSTITUTIONAL ADVANCEMENT

Naming of the Duran Sciences Building – San Diego State University

Presentation By

Greg Saks
Vice Chancellor
External Relations and Communications

Adela de la Torre
President
San Diego State University

Summary

This item will consider naming the new sciences building located on the main campus of San Diego State University as the Duran Sciences Building. The donor, Jessica P. Sarowitz, a Latinx woman and the daughter of immigrants who is known for her leadership, philanthropy and commitment to equity and inclusion would like to name the building in honor of her family and Latinx heritage. Jessica's father, Enrique Duran was an electrician and her mother, Ellie Duran, was a stay-at-home mom. They now reside in Chicago, Illinois.

This proposal, submitted by San Diego State University, meets the criteria and other conditions specified in the Board of Trustees Policy on Naming California State University Facilities and Properties.

Background

The proposed naming of the Duran Sciences Building recognizes a \$20,000,000 cash gift made by Jessica P. Sarowitz to support the capital construction.

This gift will serve as the lead gift for the construction of a new 79,700 gross square-foot sciences building designed to foster collaboration among SDSU faculty, students, industry, and the community. With a focus on advancing research and education in cutting-edge areas of science, the building will house disciplines such as cellular and molecular biology, ecology, evolutionary biology, and microbiology. Equipped with state-of-the-art wet labs, it will support both instructional and research activities. It will also include research space, computer labs, instructional labs, faculty offices, and collaborative space.

San Diego State has a fundamental responsibility to prepare the next generation of leaders and innovators. This is written into the mission, the institutional values, and the strategic plan. By investing in science research and education, San Diego State provides students with the skills, knowledge, and experience necessary to prepare them to tackle the world's most complex challenges after graduation and to thrive in fields that will shape the future.

The creation of a new state-of-the-art sciences building on the main campus represents a key step in San Diego State University's STEM Forward initiative. STEM Forward encapsulates ongoing and future investments in science, technology, engineering and mathematics (STEM) research and teaching with key projects happening across San Diego State University colleges and campuses.

This initiative is also grounded in the community, seeking to accelerate local economic growth by bolstering SDSU research and facilitating close collaboration with major industry partners. This will further solidify San Diego State University's position as a STEM leader in the region, starting with the construction of the new Duran Sciences Building, which will ignite new opportunities for STEM research and instruction.

SDSU is committed to serving its diverse student body, many of whom are from the local San Diego region and along the U.S.-Mexico border. A workforce that reflects the diversity of the population it serves can better understand and respond to the societal health needs of various demographic groups.

In addition to supporting the SDSU's STEM Forward initiative and the new Duran Sciences Building, Mrs. Sarowitz is an active philanthropist, generously giving to multiple areas and programs at San Diego State University.

Her most recent commitment was a \$2,500,000 cash gift to support The Center for Guardian Scholars, supporting students who identify as current or former foster youth, wards of the court, under legal guardianship, or unaccompanied homeless youth by supporting their transition to, through and beyond SDSU. As a result of this support, the center is now named The Jessica P. Sarowitz Center for Guardian Scholars.

Jessica Sarowitz is deeply invested in projects that provide essential resources and facilities that directly benefit communities of color. She collaborates with underserved populations to create transformative opportunities and experiences. A graduate of DePaul University, Mrs. Sarowitz and her husband, Steven, support numerous educational and social justice programs globally.

Recommended Action

RESOLVED, by the Board of Trustees of the California State University, that the new sciences building at San Diego State University be named the Duran Sciences Building.

COMMITTEE ON INSTITUTIONAL ADVANCEMENT

2023-2024 CSU Report on Donor Support

Presentation By

Greg Saks
Vice Chancellor
External Relations and Communications

Melissa Watkins
Assistant Vice Chancellor
Systemwide Advancement

Summary

This item presents information on donor support to the California State University from July 1, 2023 to June 30, 2024. Section 89720 of the Education Code requires that an annual gift report be submitted to the California Joint Legislative Budget Committee and the California Department of Finance.

The full report is attached.

Overview

In 2023–2024, the California State University secured \$626 million in new gift commitments and almost \$448 million in gift receipts. This marks the third-largest year on record by gift commitments and an 8% increase from the previous fiscal year. Excluding the \$135 million gift from Mackenzie Scott in FY 2020–2021, FY 2023–2024 becomes the second-largest year on record.

This generous support drives innovation and student success across the CSU system, underscoring the value of a CSU degree and the impact of alumni contributions on local communities, the state, and the nation.

Eighteen universities reported increases in giving, with 12 achieving double-digit growth. The CSU's total endowment market value reached an all-time high of over \$2.8 billion.

Gifts Received

In 2023–2024, donors contributed nearly \$448 million in assets to the university. Most contributions were designated for specific areas across CSU campuses, with only 1%, or \$4.7 million, remaining unrestricted.

Donors allocated \$294 million for current use, including:

- \$92 million for faculty support and academic enrichment
- \$42.5 million for student scholarships
- \$29.8 million for athletics
- \$17 million for academic research
- \$5.6 million for student affairs and student life
- \$107 million for other university priorities

Additionally, donors provided \$58 million for campus improvements in property, buildings, and equipment, \$87 million for endowments, and \$3.3 million in irrevocable deferred gifts.

Performance Benchmarking

Gift receipts are the global standard used by the Council for Advancement and Support of Education (CASE) to compare fundraising results across universities. Comparable system peers to the CSU include the four-year universities of the State University of New York (SUNY), which have similar fundraising staff FTE, endowment market value, and gift receipts.

In 2023–2024, the 19 SUNY four-year universities raised \$298 million, with a combined endowment market value of \$2.3 billion.

Recommended Action

RESOLVED, by the Board of Trustees of the California State University, that the 2023-2024 CSU Report on Donor Support be adopted for submission to the California Joint Legislative Budget Committee and the California Department of Finance.

CSU The California State University

ELEVATING FUTURES

Donor Support 2023-24



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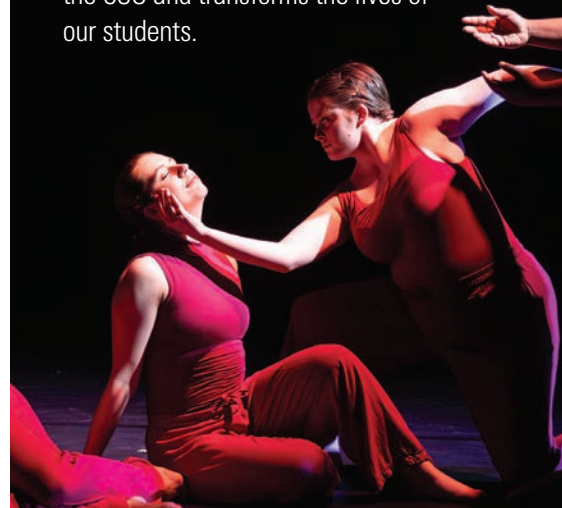
APPENDIX 38

DEFINITION OF TERMS 50

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STORIES OF GIVING

Discover how philanthropy impacts the CSU and transforms the lives of our students.



2

OVERVIEW AND GIFTS RECEIVED

With donor support, the CSU promotes social mobility for students, their families, and communities statewide.





A MESSAGE FROM THE CHANCELLOR

Over the course of my first year as chancellor of the California State University, I have witnessed firsthand the generosity of our donors and the impact it has on the students we are so privileged to serve. I would like to offer my heartfelt gratitude and deepest appreciation for your continued confidence in our ability to elevate lives, families, communities and our state through the transformative power of higher education.

A life-changing college degree can benefit generations. We educate the most ethnically, economically and academically diverse student population in the nation, and nearly one-third of CSU students are the first in their families to attend college. The CSU continues to serve as a national model for social mobility, consistently appearing atop national rankings, demonstrating the power of the CSU to propel its students toward the brighter future to which they aspire and that they so richly deserve.

This year's gifts will empower us to push the envelope on innovation and student success, meeting each student where they are and supporting them through graduation and beyond, into a meaningful and fulfilling career or graduate school.

I am thrilled to share the stories of donor support during the 2023-24 fiscal year—and again offer my deepest appreciation for your generosity.

Again, thank you for your extraordinary commitment to the CSU, our students and our mission.

Mildred García, Ed.D.

Chancellor
The California State University



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APPENDIX

Explore detailed CSU annual philanthropic totals and Advancement benchmarks.



50

DEFINITION OF TERMS

Review definitions of key philanthropic terms to better understand the CSU's contributions.

OVERVIEW AND GIFTS RECEIVED

It's one thing to say that higher education changes lives, communities, states and even nations. It's quite another to see it *happening*. As this report shows, the philanthropic support given across the California State University throughout 2023-24 boosted the life-changing impact of the 23 universities of the CSU in myriad and profound ways.

Students and faculty continued to benefit from the ongoing generosity of donors—donations that have been transformed into new educational and research spaces and equipment, internship opportunities, expanded academic access, and support for underserved students and those in need of basic services such as food, housing and transportation.









YOUR SYSTEMWIDE IMPACT

Clearly, the stories and values of the CSU resonate powerfully with our donors. In fiscal year 2023-24, the CSU received over \$626 million in gift commitments—the third-largest total for systemwide gift commitments. The year also saw almost \$448 million in gift receipts. Across the system and beyond, the impact of these gifts is felt and appreciated.

OUR DONORS SHARE THE CSU'S VALUES

Among the most important parts of the CSU's mission is the commitment to advance and extend knowledge, learning and culture, especially throughout California. We are charged with providing intellectual, personal and professional opportunities to prepare significant numbers of educated, responsible people. Critical, too, is ensuring our universities provide access to an excellent education.

There's no doubt that these values are shared by our donors, as reflected in the scope and size of their gifts over

the past year. They themselves have experienced the transformative change of education on individuals, families and communities. In fact, as this report shows, social mobility—the ability to improve a person's life situation compared to that of their parents—is a recurring theme. Many gifts focus on expanding access to the high-quality, affordable education offered by the CSU.

Important, too, to our donors is innovation. They know that the CSU is a leader in shaping a wide range of industries and professions, from artificial intelligence and cybersecurity to agriculture, education and nursing. Their donations will continue to support cutting-edge research and elevate opportunities in the classroom.

Perhaps most important, their philanthropy fuels the success of more students. With donors' critical help, the CSU's ability to prepare globally minded, civically engaged students is increased manifold. Not only do students benefit from this support in their post-graduate life and career, but our democracy is the better for it. We hear time and again that the CSU's commitment to the success of

our students and the state of California is a core reason why donors continue to make our universities the grateful recipient of their generosity.

THE TANGIBLE IMPACT OF DONOR SUPPORT

The report that follows shows the real, lived impact of donors' giving: The pathways created for the success of first-generation students. The assistance provided to student research and discovery in science. The fuel behind artistic expression and scholarly endeavor. The holistic support to ensure students are able to function at their best physically and psychologically, not just academically.

These gifts, and many others beyond, continue to move our students ahead, expanding the proud legacy and promise of the California State University to remain the nation's largest and most ethnically and economically diverse public four-year university system.



GIFTS RECEIVED

The California State University system quantifies philanthropic productivity with two concurrent measures: gift commitments and charitable gift receipts.

Gift commitments are an accrual measure that represents new gifts, as well as commitments through multiyear pledges and support promised from testamentary provisions in wills, trusts and beneficiary designations.

Charitable gift receipts are a cash measure that represents all gift income received in the form of cash, securities, in-kind contributions, irrevocable future commitments and private charitable grants.

Donors' generosity in the 2023-24 fiscal year resulted in almost \$448 million in gift receipts. Of that, 99% was designated by donors toward specific programs or areas, with only 1%—about \$4.7 million—being unrestricted.

Donor-designated support of almost \$294 million for current programs included:

- \$92 million for faculty support and academic enrichment;
- \$42.5 million for student scholarships;
- \$29.8 million for athletics;
- \$17 million for academic research;
- \$5.6 million for student affairs and student life, supporting a wide range of co-curricular programming that promotes community service, student leadership and career development, among other areas; and
- \$107 million for additional university priorities.

For long-term and capital projects, the CSU received \$58 million that supplements other funding for building

projects and enhances educational spaces with elements such as cutting-edge technology, lab equipment and studios.

CSU endowments, which provide support in perpetuity, grew by \$87 million in new donor contributions. In 2023-24, endowments distributed \$87 million to fund areas across the university system.

Donors committed an additional \$3.3 million in irrevocable deferred gifts, through vehicles such as charitable gift annuities and charitable remainder trusts.

The categories for gifts received are mutually exclusive and represent in general terms the many programs, projects and initiatives that our donors' generosity—often concurrently—support.

DONOR-DESIGNATED SUPPORT OF ALMOST \$294 MILLION FOR CURRENT PROGRAMS INCLUDED...

\$92 MILLION

for faculty support and
academic enrichment

\$42.5 MILLION

for student scholarships

\$29.8 MILLION

for athletics

\$17 MILLION

for academic research

\$107 MILLION

for additional
university priorities

\$5.6 MILLION

for student affairs and student
life, supporting a wide range of
co-curricular programming that
promotes community service,
student leadership and career
development, among other areas



STORIES OF GIVING



STUDENT SUCCESS

The nexus of the California State University is, of course, our students. What they accomplish, both as students and later as alumni, is the measure of our success. As the country's number-one driver of social mobility, our 23 universities graduate more than 127,000 students every year. Many of those are the first in their family to earn a bachelor's degree, and the contributions we receive from donors are essential to ensuring and expanding their success. Gifts, grants and endowments benefit students in myriad ways: They enable freedom to focus on academics, intellectual exploration, creativity, and self-care; state-of-the-art programs, equipment and facilities; and opportunities to prepare for in-demand careers.







ENDOWED SCHOLARSHIP SUPPORTS DIVERSITY, COMMUNITY INVOLVEMENT

A commitment to diversity and community involvement is at the heart of a new scholarship created from a generous \$20,000 gift by Jack B. Clarke, Jr., and Sheila Clarke to California State University, San Bernardino. Jack Clarke has served on the California State University Board of Trustees since 2020 and, together with his wife, Sheila, endowed the scholarship in early 2024. One scholarship will be awarded each year to support education-related expenses for full-time students who are involved in diverse student and community organizations. “The Clarkes have created a lasting legacy to ensure the academic success of CSUSB’s students far into the future,” said CSUSB President Tomás D. Morales of the gift, which represents the realization of Sheila Clarke’s vision to offer greater educational opportunities to first-generation college students.

GIFT FORGES A PATH FOR FIRST-GENERATION SUCCESS

When Yardi, a Santa Barbara-based property management software company, made its gift of \$501,000 to California State University Channel Islands, it wanted to ensure not just a broad impact on students—at least 20 first-generation students will receive a renewable, full-tuition scholarship—but that the gift would have longevity.

Beginning in 2024 and continuing through 2032, the company will support two renewable \$7,000 scholarships a year for full-time, first-generation, Pell Grant-eligible students in specific majors. Some 60% of CSUCI students are the first in their family to attend college. “We believe in the life-changing impact of a college degree, especially for first-generation scholars,” said Yardi Senior Vice President Jay Shobe.

One of the first Yardi Scholars, Jarrell-Eden Asuncion, is majoring in Computer Science. “This scholarship will assist me in reaching my goal by eliminating one of the main worries of the world: money,” he said. “I deeply appreciate the opportunities it will provide.”

“We believe in the life-changing impact of a college degree, especially for first-generation scholars.”

—Jay Shobe



“This is a transformational project focused on improving quality of life and creating lasting change in the communities we serve.”

—Kamal Hamdan



NEW INITIATIVE WILL DRIVE MOBILITY FOR UNDERSERVED COMMUNITIES

Students at California State University, Dominguez Hills—like many students at other universities—face numerous barriers to getting an education. One of those is inadequate transportation. A new program at CSUDH, the Center for Resilient, Equitable, and Sustainable Transportation (CREST), made possible by a \$1.2 million grant from Toyota, will begin to address mobility issues for the university community and beyond.

Housed within CSUDH’s Center for Innovation in STEM Education, CREST will engage faculty and students in research, curricula and paid internships to find solutions to myriad mobility challenges. More than 95% of CSUDH students commute to campus. CREST will offer resources for accessible, affordable transportation options as well as 20 hybrid and/or electric vehicles for a carsharing program.

“This is a transformational project focused on improving quality of life and creating lasting change in the communities we serve,” said Kamal Hamdan, executive director of the Center for Innovation in STEM Education.

LEADING SOCIAL MOBILITY

2023 Social Mobility Elevators

Education Reform Now | 19 Universities

- California State University, Los Angeles
- California State University, Northridge
- California State University, San Bernardino
- California State University, Fresno
- California State University, Dominguez Hills
- California State University, Fullerton
- California State University, Sacramento
- California State University, Long Beach
- California State Polytechnic University, Pomona
- California State University, Stanislaus
- San Francisco State University
- California State University, Bakersfield
- California State University San Marcos
- San José State University
- California State University, Chico
- California State University, East Bay
- California State University Channel Islands
- California State University, Monterey Bay
- San Diego State University

HUMANITIES MAJORS RECEIVE WORLD-CLASS EDUCATION AND ON-THE-JOB EXPERIENCE

Creativity, critical thinking, empathy, and an awareness of how the past informs the present and creates a potential for the future—these are some of the hallmarks of an education in the humanities. And while earnings by degree-holders who studied humanities are competitive with other majors, misconceptions persist about the viability of a humanities degree.

Now, thanks to a \$5 million gift to the university from the Mellon Foundation, humanities students at California State University, Fresno will have access to paid internships. The university's College of Arts and Humanities will use the funds to create new internship courses that embed career preparation into the curriculum. Speaking in appreciation of the Foundation's generous support, Dr. Honora Chapman, dean of the College of Arts and Humanities at Fresno State, noted that "through earning income while also receiving academic credit towards graduation in their internships, our humanities students will become leaders by making an immediate impact on our Valley and creating a brighter future for themselves and their families." It's hoped, too, that the donation will enhance awareness of post-collegiate employment job prospects for humanities majors and promote the study of humanities.



“This generous gift will expand access to music education, promoting diversity and inclusivity within the community of student scholars.”

—Arnold Holland

BEQUEST HITS ALL THE RIGHT NOTES FOR BUDDING COMPOSERS

The New Music Ensemble at California State University, Fullerton focuses on instructing students in the techniques of contemporary concert music and preparing small group performances of contemporary music literature from the 20th and 21st centuries. Members of the Ensemble also have the chance to collaborate with industry professionals and create and arrange original scores.

Thanks to a \$2.5 million bequest to the Bob & Terri Niccum New Music Scholarship Endowment, there will be many more opportunities for making beautiful music. "The scholarship

endowment will help remove financial barriers for students studying new music theory and composition. By reducing financial constraints, students can pursue their passions with less worry," said Arnold Holland, dean of the College of the Arts at CSUF. "This generous gift will expand access to music education, promoting diversity and inclusivity within the community of student scholars. These individuals will be empowered, communities will be enriched, and artistic innovation and expression will be advanced."



ALUMNA PAYS IT FORWARD TO HELP OTHER STUDENTS IN RECOVERY

Among the numerous barriers that can make it harder for a student to earn a degree, addiction is one that isn't as discussed. For Marci T., a critical decision at a very low point in her life eventually led her to sobriety—and to California State University, Long Beach, where she found both emotional and financial support.

Now the chief financial officer of two companies is giving back to Cal State Long Beach by funding a scholarship for students who are in recovery from drug and/or alcohol addiction and have maintained one or more years of sobriety. "For me, it's important not

only to give back to others who are working to get sober in the 12-step program, but—having been able to start and grow my own business as an entrepreneur—I am able to give back to people who aren't alcoholics," said Marci, who created the Friends of Bill W. Scholarship, an annual \$100,000 scholarship for four students.

Named after the co-founder of Alcoholics Anonymous, the scholarship is renewable each academic year if a student continues to be sober, meets regularly with a counselor and maintains a 2.5 grade-point average.

LEADING SOCIAL MOBILITY

2024 Economic Mobility Index

Third Way | 16 Universities in the Top 50

-
- California State University, Los Angeles
 - California State University, Dominguez Hills
 - California State University, Stanislaus
 - California State University, Fresno
 - California State University, Bakersfield
 - California State University, San Bernardino
 - California State University, Northridge
 - California State University, Long Beach
 - California State University, Fullerton
 - California State University, Sacramento
 - California State Polytechnic University, Pomona
 - California State University San Marcos
 - California State University Channel Islands
 - California State University, East Bay
 - California State University, Monterey Bay
 - San Francisco State University

SUPPORTING STUDENTS PHYSICALLY, EMOTIONALLY AND ACADEMICALLY TO SUCCEED

In fall 2025, California State University, Northridge will open the doors to a first-of-its-kind resource center that provides food, clothing and wellness services to help meet more students' basic needs. The 6,000-square-foot center—to be called the Valera NEST, an acronym for “Nurturing Environment for Students to Thrive”—is made possible by donors Debbie Valera, Milt Valera, Rick Levy and Barbara Levy.

Assemblywoman Pilar Schiavo helped secure \$6 million in the California state budget for the project. “As a CSU

graduate who supported myself through college, I remember what it was like to pay rent and not have enough left over to have a full dinner some nights,” said Schiavo. “These important resources, housed all in one location, will allow students to focus on their education and not finding a place to sleep or when they will have their next meal.”

The Valeras also support the Educational Opportunity Program Milt & Debbie Valera Resilient Scholars Program (EOP RSP), one of three CSUN programs that expand academic access to low-income,

educationally disadvantaged, first-generation students.

The EOP RSP is now part of the CREA Scholars Program, established at CSUN in fall 2023 through a \$260,000 contribution from the CREA Foundation, part of an Indianapolis-based company that finances the development of affordable-housing communities across the country, including many in California. The scholarship has already made a difference for students who receive an average of \$5,000 annually.

LEADING SOCIAL MOBILITY

2024 Social Mobility Index
CollegeNET | 22 Universities

California State University San Marcos	California State University, East Bay
California State University, Dominguez Hills	California State University, Sacramento
California State University, Los Angeles	San José State University
California State University, Long Beach	California State University, Monterey Bay
California State University, Bakersfield	California State University, Chico
California State University, Northridge	California State University, Stanislaus
California State University Channel Islands	Sonoma State University
California State University, Fresno	California State Polytechnic University, Humboldt
California State Polytechnic University, Pomona	San Diego State University
California State University, San Bernardino	California Polytechnic State University, San Luis Obispo
San Francisco State University	
California State University, Fullerton	

GIFT ENABLES FORMER FOSTER YOUTH TO “FOCUS ON GRADES INSTEAD OF FINANCES”

According to the National Foster Youth Institute, every year, more than 23,000 teenagers age out of the U.S. foster care system, but only about 3% to 4% go on to earn a bachelor’s degree. Raising those numbers dramatically is the aim of the California State University, Sacramento Guardian Scholars program.

That effort received a big boost when the United Way California Capital Region announced it would give 10 Sacramento State students \$500 a month for a year as part of its new Collegiate Guaranteed Income Program for former foster youth. “It’s surreal to know I have these funds to feel secure and not have that worry so I can focus on my grades instead of finances,” said Jaliyah, one of the student recipients. “To have strangers love you and uplift you to push you to be your greatest, you can’t match that.” Housing, food insecurity and unexpected expenses are among the reasons former foster youth don’t finish college, said Linda Howe-Ram, Guardian Scholars’ director of Foster and Community Youth Initiatives.

Sacramento State president Luke Wood, a former foster youth himself, experienced housing and food security as a student at the university: “I understand the immense challenges this population faces in pursuing higher education . . . This program will alleviate some of the financial burden, allowing our students to focus wholeheartedly on their studies and personal growth.”



HISTORIC DONATION ESTABLISHES ENDOWED CHAIR IN NIKKEI STUDIES

San Francisco State University is home to the oldest and largest Asian American Studies department in the country. The recent landmark gift of \$4.2 million by the Henri and Tomoye Takahashi Charitable Foundation ensures the longevity and impact of the department’s work in Nikkei Studies, which centers on the history, culture and experiences of the global Japanese diaspora and its intersectional communities.

The Foundation’s donation establishes the first endowed chair in San Francisco State’s College of Ethnic Studies, the Henri and Tomoye Takahashi Distinguished Chair in Nikkei Studies.

The university is at the forefront of curriculum development used by schools and universities nationwide, and starting in 2025, the new chair will focus on increasing awareness, understanding and appreciation of the historical and contemporary experiences of Japanese Americans and the worldwide Nikkei diaspora.

“It was clear to me that SF State and its graduates show a deep commitment to supporting minorities and the marginalized,” donor Masako Takahashi said. “It made me feel our funding could support a good place, a place for good.”

“It was clear to me that SF State and its graduates show a deep commitment to supporting minorities and the marginalized. It made me feel our funding could support a good place, a place for good.”

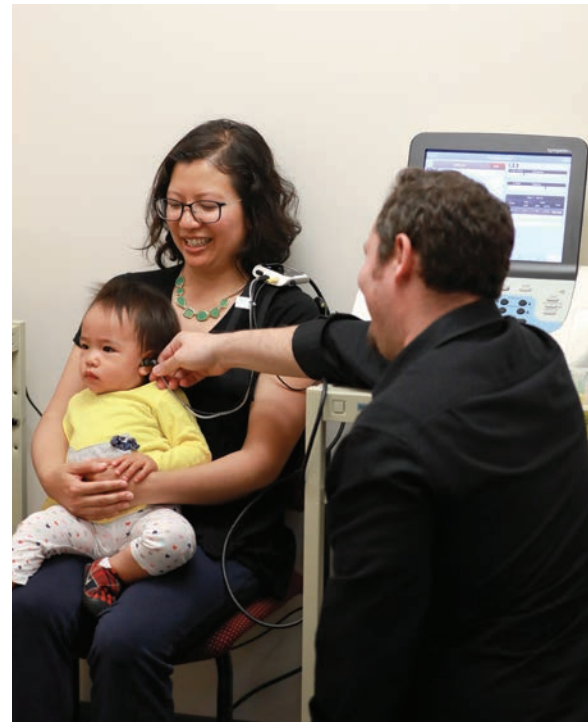
—Masako Takahashi

LANDMARK GIFT TO FEED BEHAVIORAL HEALTH WORKFORCE PIPELINE

According to predictions by the San Diego Workforce Partnership, the San Diego region will need to recruit 18,500 behavioral health professionals by 2027. Already, San Diego faces a shortage of some 8,000 workers in the field.

Two historic philanthropic donations totaling \$20 million—the largest gifts in the history of California State University San Marcos—will go a long way toward helping to meet that need. A \$10 million grant was made by the Price Philanthropies Foundation to create a groundbreaking three-year accelerated bachelor's degree and workforce pipeline specifically for behavioral and mental health.

This was matched by an additional \$10 million from Daniel J. Epstein, a director of the CSU San Marcos Foundation Board, and his wife, Phyllis. The degree pathway will provide hundreds of students with immersive, hands-on experiences through internships, simulations and real-world projects before they directly enter the region's workforce, further bolstering the university's standing among the top 1% nationally for social mobility.





“The gift of scholarship is an opportunity to serve and nurture future generations by providing students with educational opportunities that my own children had at Stanislaus State.”

—Stephanie Brown

FIRST-GENERATION NURSING AND MEDICINE SCHOLARSHIPS TO HELP CENTRAL VALLEY

“You have offered me hope that hard work, effort and persistence does pay off, and that there are good people in the world willing to help people just like me pursue their dreams,” wrote Jasmin Dominguez Cervantes, a recipient of the First-Generation Pre-Med Scholarship at California State University, Stanislaus in thanking Dr. Stephanie Brown and her daughters Lydia and Nelia Strachan for their support.

To date, the three women have donated more than \$300,000 to first-generation pre-nursing and pre-med college students

from Merced and Stanislaus in the hope that recipients might stay in the area, or return after completing their medical studies, to help grow the region’s pool of healthcare professionals. “The gift of scholarship is an opportunity to serve and nurture future generations by providing students with educational opportunities that my own children had at Stanislaus State,” said Dr. Brown. Fifteen students have received up to \$12,500 annually for up to two years. All recipients are bilingual and were born and raised in the Central Valley.

LEADING SOCIAL MOBILITY

2025 Top Performers on Social Mobility
U.S. News & World Report | 7 Universities

- California State University, East Bay
- California State University, Fresno
- California State University, Fullerton
- California State University, Long Beach
- California State University, San Bernardino
- San Diego State University
- San Francisco State University

LEADING SOCIAL MOBILITY

2025 College Rankings: Social Mobility
The Wall Street Journal | 15 Universities

California State University, Stanislaus
California State University, San Bernardino
California State University, Fresno
California State University, Los Angeles
California State University, Long Beach
California State University, Northridge
California State Polytechnic University, Pomona
California State University, Fullerton
California State University, Sacramento
California State University San Marcos
San Francisco State University
California State University, Monterey Bay
San José State University
San Diego State University
California Polytechnic State University,
San Luis Obispo



EXECUTIVE'S DONATION TO HELP LIFT GUARDIAN SCHOLARS

Established in 2007, the Guardian Scholars program for current and former foster youth at San Diego State University supports more than 150 students—the largest number to date. Thanks to a \$2.5 million gift from Jessica Sarowitz, a new level of support is possible. “Through her generous gift, Jessica Sarowitz is presenting our students with significant opportunities for achievement,” said Mary Taylor, SDSU associate chief diversity officer for Outreach Success.

“We are grateful for the confidence she is showing in our program and our students’ abilities to succeed.”

An active supporter of San Diego State, Sarowitz volunteers on the San Diego State University Campanile Foundation board of directors, giving her an up-close view of the university’s campus and student body. In specific, she values the spaces created to serve Latinx, African American, Native, and LGBTQ students and noted that SDSU is providing “an excellent education that will do well

in the marketplace.” The CEO and managing partner of 4S Bay Partners also took time to learn more about foster youth. “I have a soft spot for this community, and I thought, what better way than to do something at SDSU?”

A GIFT TO GUIDE THE NEXT GENERATION OF SOCIAL JUSTICE ACTIVISTS

The Civil Rights movement had a life-changing effect on San José State University alumnus Bob Brownstein, who had the chance to see the Reverend Dr. Martin Luther King, Jr., speak when Brownstein was still a teenager. The former policy director and community advocate has generously included in his estate plans a gift to create a permanent endowment for the Africana, Asian American, Chicano & Native American Studies Center at the Dr. Martin Luther King, Jr. Library in San José to provide stipends for student assistants working for the Center.

In addition, SJSU Spartans can now apply for the newly created Bob Brownstein Scholarship, awarded annually to students actively pursuing activities that address economic and

social inequality. “I came of age as a lot of progressive causes and political events caused a shift in culture,” explained Brownstein. “Social and economic justice have been my core values for my whole adult life; if there are students that are just starting out and are interested in advancing these ideas, I want to do what I can to help them get an education.”

“The university represents an awesome opportunity to have a positive impact on this valley,” Brownstein continued. “San José State University still needs philanthropic support from alumni or others who recognize its values and want future generations to have the best educational opportunities we can give them. It makes a lot of sense for me to support SJSU.”



“The university represents an awesome opportunity to have a positive impact on this valley.”

—Bob Brownstein

CSU

TRUSTEES'

AWARD *for*

Outstanding Achievement

2024

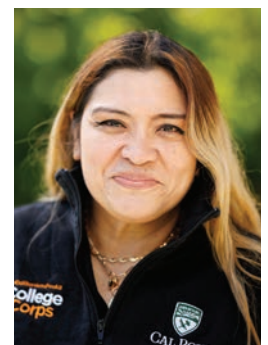
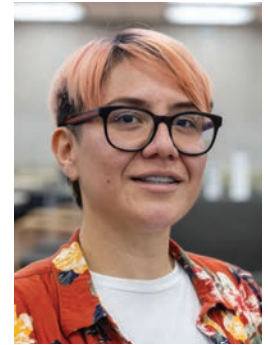
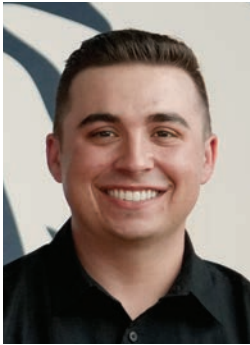
THE 2024 AWARDEES

Trustees' Scholars reflect and represent the very best of the CSU. They have earned special recognition by demonstrating outstanding academic achievement, significant personal accomplishment and valued service to the community, in addition to financial need. The CSU Trustees' Award for Outstanding Achievement is the university's most prestigious scholarship. This year, donor generosity made it possible for 23 students to receive awards ranging from \$7,000 to \$18,000.

Cal State LA student Rebekah Reyes was recognized as the 2024 Trustee Emeritus

Ali C. Razi Scholar. The first in her family to attend college, Rebekah is now a 4.0 student studying for her master's degree in sociology. Having overcome an abusive childhood and struggles with drug addiction, in addition to her studies she works as an intern at the Housing Authority of the City of Los Angeles, where she supports students through its Build Hope scholarship program. Rebekah aspires to become a community college teacher and mentor for students in underserved communities. With guidance and resources, she believes people can not only survive but thrive, despite challenges.

2024 AWARDEES: *From left to right, top to bottom on opposite page: Alexandra Brown, Heather Smith, Luz Gonzalez, Gabriella Amaya, Emilie Giannini, Anthony Agueda, Estrella De Guadalupe Bonilla, Dillon Avery Harp, Katrina Watson, Rebekah Reyes, Thomas Porter, Jianshan Chen Khalsa, Trisha Williams, Ezekiel Leyva, Perla Tellez, Juan Sibrian, Maria Christina Huerta-Avila, Juan Carlos Arredondo, Fernando Sánchez López, Maileen Soriano-Mamaradlo, Minh Tran, Bryce Iversen, Estefania Hernandez Luna.*



INNOVATION

In a world driven by the speed of change, every student's education must keep pace. The past year of generous and life-altering donations gave CSU students and faculty access to experiences that continue to profoundly impact their ability to create and innovate. Whether a career-boosting internship, cutting-edge science center, collaborative workspace, or hackathon to leverage the power of AI, these opportunities—all created by donors—are changing the trajectory of what our students can and will accomplish and also ensure the 23 universities of the California State University remain centers of advancement and innovation.





NEW SCHOLARS PROGRAM SUSTAINS WORLD-CLASS HOSPITALITY EDUCATION

California's hospitality industry is one of the largest in the country. And while tourism and travel have largely returned following the impact of the COVID-19 pandemic, the state and the country continue to struggle with labor shortages; a February 2024 survey found that 67% of hotels had too few staff.

A new \$1.4 million cooperative venture by Pebble Beach Company will help meet that need in California, strengthening the education and training of students in Cal State Monterey Bay's Sustainable Hospitality Management (SHM) program. The Pebble Beach Scholars program combines an annual scholarship of up to \$5,000 per year with internship opportunities, bridge housing during academic breaks and potential employment in the region following graduation.

"Working with Pebble Beach Company is a unique and distinguished privilege for our program," said Professor Paige Viren, executive director of the SHM program. "Our students have the extraordinary chance to acquire practical experience with a trailblazing organization that sets the benchmark for others to follow."

CREATING A PIPELINE OF ENERGY SCIENTISTS & STEM PROFESSIONALS

Kern County, home to California State University, Bakersfield, has long been a critical hub for the nation's production of gas and oil. With a new endowment of \$2.5 million by long-time partner Aera Energy, the university can grant undergraduate and graduate students unprecedented access to conduct energy research, creating a pipeline of scientists and STEM professionals for the region.

The gift will establish the Executive Director for Energy Research at CSUB

within its California Energy Research Center and brings Aera's historical gift total, since 1997, to \$3.4 million.

"The entire region should feel an immense sense of pride that we will remain the energy capital of the West Coast for generations to come," said then CSUB President Lynette Zelezny. "With Aera's trusted partnership, CSUB will launch a new era for science and research, creating unprecedented opportunities for our students."



“Our students have the extraordinary chance to acquire practical experience with a trailblazing organization that sets the benchmark for others to follow.”

—Paige Viren



GIFT TO HELP GROW THE ECOLOGICAL FARMING MOVEMENT

Fourth-generation farmer and California State University, Chico professor Dr. Cindy Daley is a bona fide visionary. Since joining the university in 1996, she has started a composting enterprise at the University Farm, the Organic Dairy Unit, and an Environmental Resiliency Collaborative.

Dr. Daley has also served as campus coordinator for the university's Agricultural Research Institute and faculty chair for This Way to Sustainability, the largest student-run sustainability conference in the nation. But it has been her work in leading the creation of Chico State's Center for

Regenerative Agriculture and Resilient Systems (CRARS) that has brought international attention.

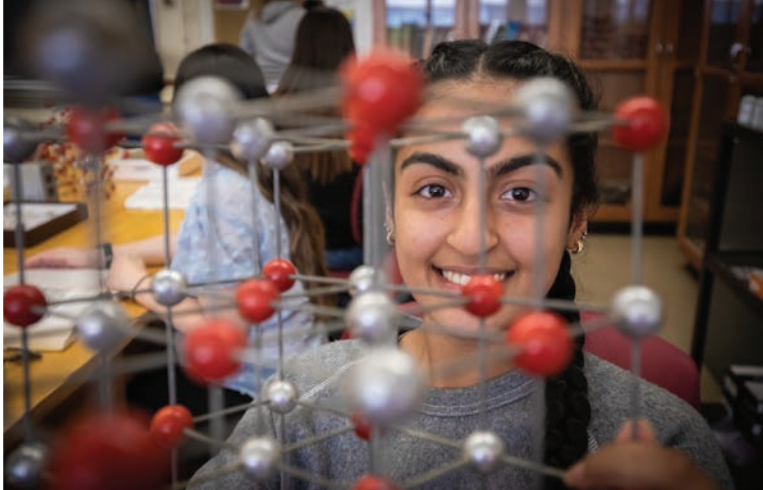
Since 2019, the center—which has raised more than \$30 million in funding—has worked to promote farming practices that reduce greenhouse gasses, restore soil resiliency, increase the sustainability of farms and ranches, and address food and water insecurity. Which made choosing Dr. Daley to be the inaugural recipient of the Gayle E. Hutchinson Award for Excellence an easy decision. Named for a former president of Chico State, the \$100,000 award recognizes individuals who exemplify forward-

“ Today, a school that lived in the shadows of other, better-known names, is now the go-to place in an education R&D sector for industries representing \$11 trillion in revenue and the greatest opportunity for a healthier and more economically robust world.”

—Larry Kopaldo

thinking strategies and innovation in technology, academic research and creative activity.

“Today, if you ask Nestlé, General Mills, Unilever, McDonald's, or other giants who they trust most on regenerative leadership, they all point to [Chico State],” noted Larry Kopaldo, president and cofounder of Carbon Underground in his nomination letter. “Today, a school that lived in the shadows of other, better-known names, is now the go-to place in an education R&D sector for industries representing \$11 trillion in revenue and the greatest opportunity for a healthier and more economically robust world.”

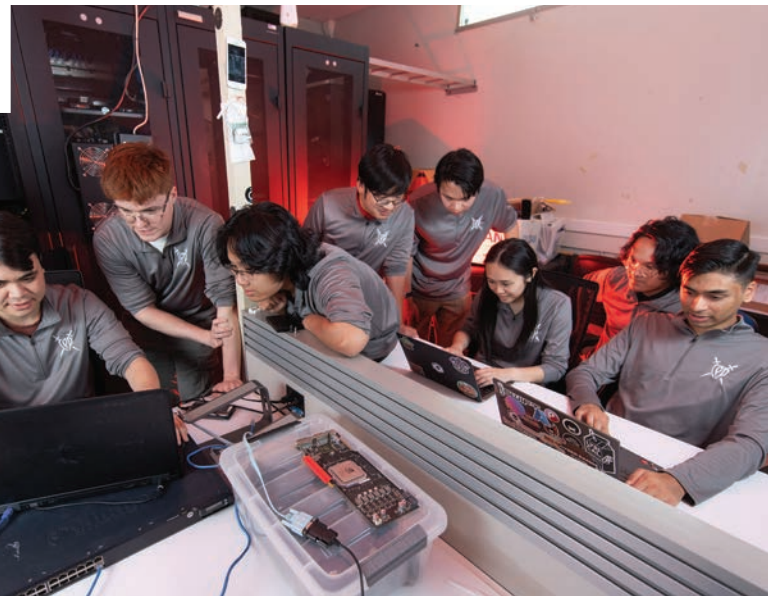


SCIENCE AND INNOVATION CENTER CONTINUES FAMILY'S COMMITMENT TO COMMUNITIES IN NEED

A new two-story, 22,165-square-foot science center at California State University, East Bay will house five instruction spaces, four fully operational laboratories, and a student-support space. Each area has been designed with hands-on experimentation and collaborative discovery in mind, as well as making the most of the outdoors surrounding the university.

The new Braddock Center for Science and Innovation was made possible by a \$5 million contribution toward construction costs from Braddock Philanthropies and East Bay natives Robert Braddock and Cherie Keemar.

The gift is a continuation of a long history by the Braddock family toward strengthening the East Bay community begun by Bob and Cherie's parents, Lois and Robert Sr. Cal State East Bay President Dr. Cathy Sandeen called the generous contribution "incredibly significant for helping our students gain in-demand, hands-on STEM skills and knowledge. Their support really affirms the lasting academic and social value that Cal State East Bay brings to the region."



STUDENTS HACK A BETTER FUTURE USING AI

Most of us hope the unlimited potential of artificial intelligence (AI) will be harnessed for good. *How* AI might be used to create a better future was the focus of a recent two-day hackathon at California State Polytechnic University, Pomona, enabled by a gift from Avanade Inc., a global leader in Microsoft technology services, to the Mitchell C. Hill Center for Digital Innovation. The "AI for a Better Future 48-Hour Hackathon" showcased the talents of 70 students on 17 teams across multiple fields of study. "Partnering with Avanade for five years has been an incredible journey, enriching the student experience at Cal Poly Pomona and propelling their career development to new heights," explained primary event organizer Laura Pohopien, an adjunct

professor in the College of Business Administration at Cal Poly Pomona.

Avanade's sponsorship represents a portion of their larger investment to increase the number of women in technology fields. Their funding also provided a four-year renewal commitment to the Avanade STEM Scholarship designed to promote traditionally underrepresented students in the field of STEM to receive financial support, internships and executive mentorship. Up to \$80,000 is available annually for up to 15 students based on unmet need, and their gift also supports a faculty fellowship to collaborate on an annual summer conference to engage scholarship recipients in workshops, mentorship and team activities.

“LEARN BY DOING” DONATION DELIVERS A DYNAMIC COLLABORATIVE WORKSPACE

Anyone who’s visited California Polytechnic State University, San Luis Obispo knows the university’s “Learn by Doing” ethos is embedded in everything. Two Cal Poly alumni who’ve taken this to heart—Bob and Carlotta Dathe—are making it easier for more students to embrace hands-on education thanks to a new dynamic outdoor workspace. The Dathe Family Student Project Center features a custom-designed shade sail spanning a paved area for team activities.

Shipping containers in the versatile space will be repurposed as clubhouses that encourage collaboration among a variety of clubs, including Cal Poly Racing, Hyperloop and Supermileage.

The Dathes had already pledged \$300,000 to the center and further bolstered their commitment with an additional \$35,000 donation. “What drew us to the project center is its versatility, offering opportunities for various practical applications,” said

Carlotta, who graduated in 1960. “My fondest memories of Cal Poly revolve around its Learn by Doing philosophy, which equipped me with a skill set that has served me well throughout my life.” “I’m thrilled to see how this center will directly benefit numerous students and clubs,” added Bob, who also graduated in 1960. “It’s a logical fit for clubs and ongoing projects, and I’m excited to witness its impact.”



**“ My fondest memories of Cal Poly revolve around its Learn by Doing philosophy, which equipped me with a skill set that has served me well throughout my life.”
—Carlotta Dathe**

THE WANG FAMILY EXCELLENCE AWARD 2024

The Wang Family Excellence Award recognizes four outstanding faculty members and one outstanding staff member who, through extraordinary commitment and dedication, have distinguished themselves through exemplary contributions and achievements. Their remarkable work advances the CSU's mission, contributes to student success, brings benefit and credit to the CSU, and enhances excellence in teaching, scholarship and service. Each recipient receives a \$20,000 award. The award was originally established in 1998 when then-CSU Trustee Stanley Wang provided \$1 million to recognize the remarkable contributions of faculty and staff, funding the program over a 10-year period. Mr. Wang's contributions to the CSU now total \$3.8 million. Thanks to his vision, generosity and commitment to our university community, the CSU will be able to recognize outstanding faculty and staff in his family's name for decades to come.

2024 WANG FAMILY EXCELLENCE AWARD RECIPIENTS

John Crockett, Ph.D.

Outstanding Staff Performance
San Diego State University
Associate Vice President, Research Advancement

Kelly Ansley Young, Ph.D.

Outstanding Faculty Innovator in Student Success
California State University, Long Beach
Professor, Biological Sciences

Daniel Crocker, Ph.D.

Outstanding Faculty Scholarship
Sonoma State University
Professor and Chair, Biology

Allyson Tintiango-Cubales, Ph.D.

Outstanding Faculty Teaching
San Francisco State University
Professor, Asian American Studies

Charles Toombs, Ph.D.

Outstanding Faculty Service
San Diego State University
Professor, Africana Studies



John Crockett, Ph.D.



Kelly Ansley Young, Ph.D.



Daniel Crocker, Ph.D.



**Allyson
Tintiango-Cubales, Ph.D.**



Charles Toombs, Ph.D.

VALUE OF THE CSU

The California State University has long been one of the most affordable and accessible university systems in the nation—a fact routinely recognized in national rankings. But our value is much more profound: The CSU provides a critical contribution to California, the nation and globally. Armed with a CSU degree, the earning power of our four million-plus alumni continues to lift them, their families and communities, expanding value exponentially. And thanks to the generosity of our donors, this impact is further expanded and heightened, enabling new and life-changing experiences for both students and faculty.





**CAL POLY
HUMBOLDT**



HIGH-TECH MICROSCOPE OPENS UP A NEW WORLD FOR STUDENTS

California State Polytechnic University, Humboldt students now have ready access to a state-of-the-art transmission electron microscope (TEM), the Hitachi HT7800. The highly advanced piece of equipment was made possible by a \$500,000 gift from Dr. Kathleen Walsh, daughter of Professor Emeritus of Zoology James F. Welsh, who taught at Cal Poly Humboldt for 27 years.

The microscope will allow undergraduate and graduate students to magnify internal and external structures of biological cells, viruses, DNA and non-biological materials, capturing highly detailed images of structures at the molecular or atomic level. The TEM also makes it much easier to collect

large quantities of data compared to technology that relies on film negatives, and students and faculty will no longer have to travel to other universities to use the equipment to conduct research.

"I imagined how much more they could discover if they had access to this microscope at Cal Poly Humboldt," says Kathleen, who previously established the Dr. James F. Welsh Biology Scholarship with a \$157,000 gift to create an endowment that funds four scholarships each year. "Providing students access to world-class technology like the TEM will undoubtedly elevate their understanding as they pursue careers in the sciences."

“Providing students access to world-class technology like the TEM will undoubtedly elevate their understanding as they pursue careers in the sciences.”

—Kathleen Walsh

GIFT EXPANDS ACCESS TO SPEECH AND LANGUAGE SERVICES FOR LOS ANGELES CHILDREN

Nearly one in 12 children between the ages of three and 17 has had a disorder related to speech, language, voice or swallowing. Many of those children living in California have received no-cost help through the California Scottish Rite Foundation, which recently pledged \$386,500 over five years to California State University, Los Angeles.

The gift to the Rongxiang Xu College of Health and Human Services will cover operating expenses associated with services provided to pediatric clients at the university's Robert L. Douglass Speech-Language Clinic, which offers a full range of diagnostic

and therapeutic services to both kids and adults. Cal State LA students majoring in communication disorders have the opportunity to become involved in clinical care; clinical assistants are paired with graduate-student clinicians and a client for one semester at the clinic, which is also the site of the Los Angeles RiteCare Childhood Language Center, one of 19 such free centers across the state. "Because of the generosity of the California Scottish Rite, our students and clients have access to cutting-edge materials and equipment," said Cari Flint, associate dean of the College.

“Because of the generosity of the California Scottish Rite, our students and clients have access to cutting-edge materials and equipment.”

—Cari Flint





“Cal Maritime is committed to providing a cohesive and broad educational experience that prepares our students to adapt and flourish in a rapidly evolving world ... ”

—Michael J. Dumont

REVITALIZING GENERAL EDUCATION FOR A RAPIDLY CHANGING WORLD

California State University Maritime Academy has long prepared students for careers in the STEM fields, including transportation and global logistics. Now students will have the opportunity for a more well-rounded education thanks to a grant from the Teagle Foundation. The \$245,000 gift will fund the implementation of a new General Education pathway called “Proteus” designed to integrate humanities-based inquiry within Cal Maritime’s technical and professional curriculum.

The Teagle Foundation supports innovative approaches to revitalizing General Education and awarded the grant to Cal Maritime professor Amy

Parsons and associate professor Sarah Senk. The university’s Proteus program will bridge the gap between specialized maritime education and the humanistic values inherent in a well-rounded academic experience—a goal echoed by Interim President Michael J. Dumont: “Cal Maritime is committed to providing a cohesive and broad educational experience that prepares our students to adapt and flourish in a rapidly evolving world ... [The Proteus Program] will ensure our students graduate not only as skilled professionals but also as critical thinkers and effective communicators.”



ALUMNI COUPLE COMMIT TO GIVING STUDENTS A “BOOST”

When Jim Stockman and Pat Kraemer were attending California State University, San Bernardino several decades ago, money was, to say the least, tight. The couple did earn their degrees, each going on to have a prosperous career—an outcome they credit to their education. “I wouldn’t be where I am today if it wasn’t for Cal State San Bernardino,” said Kraemer. “It was the foundation for everything. I think it’s the best education value for your dollar.”

Nearly a decade ago, Stockman and Kraemer ensured their legacy would live on at their alma mater by finalizing a planned bequest of \$500,000 to the College of Natural Sciences. In 2024, the couple made an additional planned gift of \$1 million to go toward student scholarships, with a focus on students pursuing majors in STEM and business. “The idea of helping students makes us really happy,” Kraemer added. “I feel like people going to Cal State San Bernardino are going to do great things with their lives, and if we can give them a boost to make their lives a little easier, that’s really fulfilling.”



TRIBE’S GIFT EXPANDS ENVIRONMENTAL LEARNING CENTER

Since 1997, Sonoma State University has been charged with stewarding the 450 acres of Fairfield Osborn Preserve on Sonoma Mountain. The mountain is sacred to the Federated Indians of Graton Rancheria, whose \$2.8 million gift enabled the recent opening of the Federated Indians of Graton Rancheria Learning Center.

The donation has doubled the space of the center’s teaching/learning facilities, made them more accessible, and added an outdoor listening area designed to bring together different cultures, disciplines and generations to address community environmental priorities.

“Looking at challenges from diverse perspectives sparks innovation,” said Claudia Luke, director of the Center for Environmental Inquiry at Sonoma State. “We need new ways of thinking and doing to address environmental challenges and to find healing in ourselves and our communities.”

About 85 Sonoma State students and community members are trained each year at Fairfield Osborn Preserve. “Bringing people to the preserve is key to reducing the ‘nature deficit’ affecting so many in our community, especially children,” noted SSU Student Naturalist Tessa Thompson.

“It was the foundation for everything. I think it’s the best education value for your dollar.”

—Pat Kraemer





APPENDIX

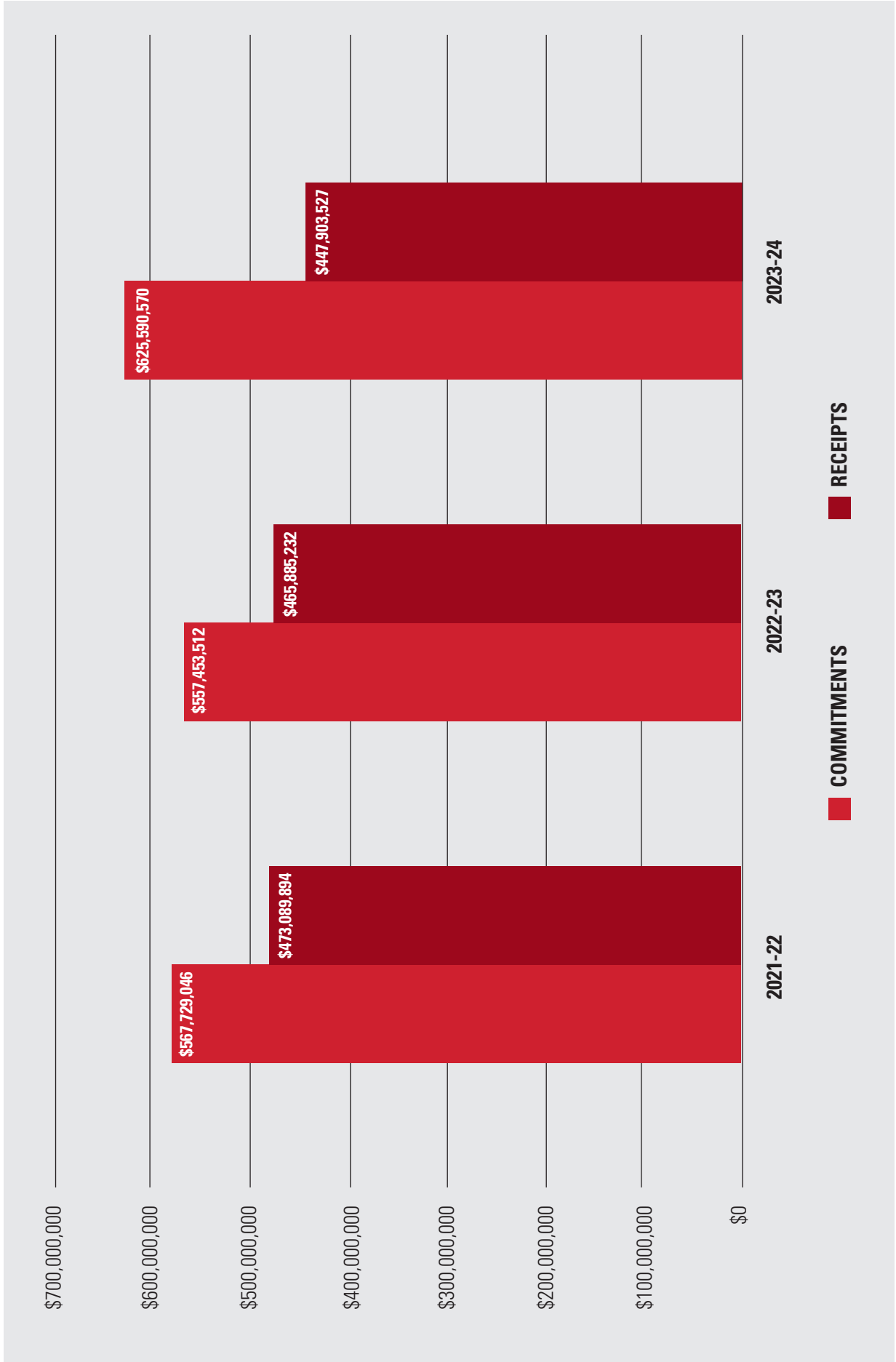


PHILANTHROPIC PRODUCTIVITY

	2021-22	2022-23	2023-24	Three-Year Average	2021-22	2022-23	2023-24	Three-Year Average
PEER GROUP 1	Total Gift Commitments	Total Gift Commitments	Total Gift Commitments		Total Gift Receipts	Total Gift Receipts	Total Gift Receipts	
Bakersfield	\$5,190,070	\$5,056,622	\$6,679,159	\$5,641,950	\$6,842,882	\$7,637,733	\$8,107,256	\$7,529,290
Channel Islands	\$16,457,735	\$37,866,919	\$4,617,575	\$19,647,410	\$13,408,579	\$37,287,942	\$3,071,679	\$17,922,733
Dominguez Hills	\$9,073,244	\$30,029,531	\$8,247,849	\$15,783,541	\$9,793,191	\$8,297,911	\$11,258,799	\$9,783,300
East Bay	\$7,724,394	\$5,341,355	\$12,683,200	\$8,582,983	\$7,276,255	\$12,669,408	\$14,554,220	\$11,499,961
Maritime Academy	\$10,655,821	\$4,455,842	\$5,074,727	\$6,728,797	\$10,535,571	\$2,570,766	\$4,603,891	\$5,903,409
San Bernardino	\$15,924,605	\$5,985,429	\$7,723,661	\$9,877,898	\$6,650,748	\$7,096,305	\$7,020,133	\$6,922,395
San Marcos	\$6,094,975	\$12,504,200	\$25,993,913	\$14,864,363	\$4,455,483	\$5,589,818	\$7,792,526	\$5,945,942
Stanislaus	\$3,216,780	\$1,884,664	\$2,016,295	\$2,372,580	\$3,116,070	\$2,587,430	\$2,132,135	\$2,611,878
	\$74,337,624	\$103,124,562	\$73,036,379	\$83,499,522	\$62,078,779	\$83,737,313	\$58,540,639	\$68,118,910
PEER GROUP 2								
Chico	\$15,329,098	\$17,226,141	\$19,840,087	\$17,465,109	\$10,494,237	\$8,946,296	\$11,003,787	\$10,148,107
Humboldt	\$11,602,881	\$12,265,947	\$17,258,714	\$13,709,181	\$6,155,507	\$7,077,074	\$5,959,545	\$6,397,375
Los Angeles	\$17,067,935	\$7,269,216	\$7,719,311	\$10,685,487	\$8,528,414	\$8,109,385	\$3,989,647	\$6,875,815
Monterey Bay	\$12,266,507	\$8,566,998	\$8,958,876	\$9,930,794	\$7,702,640	\$6,107,373	\$11,771,219	\$8,527,077
Pomona	\$23,884,768	\$10,293,500	\$12,297,195	\$15,491,821	\$12,841,968	\$16,178,585	\$12,295,195	\$13,771,916
Sacramento	\$14,830,728	\$38,275,960	\$35,302,378	\$29,469,689	\$45,111,628	\$29,105,998	\$18,919,041	\$31,045,556
Sonoma	\$10,029,757	\$11,063,980	\$6,496,903	\$9,196,880	\$8,347,886	\$8,856,726	\$4,913,120	\$7,372,577
	\$105,011,674	\$104,961,742	\$107,873,464	\$105,948,960	\$99,182,280	\$84,381,437	\$68,851,554	\$84,138,424
PEER GROUP 3								
Fresno	\$28,244,432	\$28,840,178	\$38,798,482	\$31,961,031	\$27,040,551	\$23,078,123	\$22,991,275	\$24,369,983
Fullerton	\$31,197,282	\$34,907,537	\$30,961,323	\$32,355,381	\$20,143,815	\$15,860,034	\$18,482,361	\$18,162,070
Long Beach	\$36,837,936	\$34,997,561	\$40,898,637	\$37,578,045	\$35,716,392	\$22,312,173	\$24,136,927	\$27,388,497
Northridge	\$48,125,861	\$21,755,173	\$20,421,374	\$30,100,803	\$24,705,238	\$33,026,016	\$30,955,251	\$29,562,168
San Diego	\$112,238,202	\$125,151,769	\$139,335,888	\$125,575,286	\$96,890,132	\$107,057,980	\$116,651,476	\$106,866,529
San Francisco	\$21,193,972	\$20,032,825	\$21,690,617	\$20,972,471	\$16,251,816	\$17,825,705	\$27,004,774	\$20,360,765
San José	\$25,138,139	\$15,919,402	\$22,376,100	\$21,144,547	\$17,088,604	\$17,448,752	\$21,585,613	\$18,707,656
San Luis Obispo	\$80,311,475	\$66,663,610	\$128,247,078	\$91,740,721	\$70,911,338	\$59,003,046	\$56,759,429	\$62,224,604
	\$383,287,299	\$348,268,055	\$442,729,499	\$391,428,284	\$308,747,886	\$295,611,829	\$318,567,106	\$307,642,274
Chancellor's Office	\$5,092,449	\$1,099,153	\$1,951,228	\$2,714,277	\$3,080,949	\$2,154,653	\$1,944,228	\$2,393,277
Grand Total	\$567,729,046	\$557,453,512	\$625,590,570	\$583,591,043	\$473,089,894	\$465,885,232	\$447,903,527	\$462,292,884

Note: 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.

PHILANTHROPIC PRODUCTIVITY



PEER GROUP PERFORMANCE

	Charitable Gifts	New	New Pledges	Revocable Deferred Gifts (Face Value)	Native American & Government Contributions	Total Gift Commitments	2022-23 General Fund Allocation	Fundraising Investment (Expenditures) as a Percent of General Fund Allocation	Gift Commitments as a Percent of the General Fund	Full-time Equivalent Professional Fundraisers	Total Number Individual Donors
Bakersfield	\$5,380,133	\$1,299,026	\$0	\$0	\$0	\$6,679,159	\$106,915,000	1.4%	6%	4.74	1,442
Channel Islands	\$2,658,090	\$1,809,485	\$150,000	\$0	\$0	\$4,617,575	\$100,129,000	0.9%	5%	3.78	1,542
Dominguez Hills	\$3,888,798	\$3,155,072	\$1,190,000	\$13,979	\$0	\$8,247,849	\$137,679,000	1.2%	6%	6.49	1,642
East Bay	\$2,746,200	\$4,800,000	\$5,137,000	\$0	\$0	\$12,683,200	\$128,733,000	1.5%	10%	9.79	1,485
Maritime Academy	\$4,533,657	\$507,000	\$0	\$34,070	\$0	\$5,074,727	\$40,547,000	2.8%	13%	3.58	603
San Bernardino	\$5,062,466	\$1,850,483	\$600,000	\$210,712	\$0	\$7,723,661	\$168,188,000	1.1%	5%	13.90	2,660
San Marcos	\$6,278,111	\$19,015,252	\$700,000	\$550	\$0	\$25,993,913	\$123,322,000	1.9%	21%	10.12	2,653
Stanislaus	\$1,516,995	\$499,300	\$0	\$0	\$0	\$2,016,295	\$101,870,000	0.8%	2%	2.59	604
PEER GROUP 1 AVERAGE	\$4,008,056	\$4,116,952	\$972,125	\$32,414	\$0	\$9,129,547	\$113,422,875	1.5%	8%	6.87	1,579
Chico	\$9,636,629	\$1,903,458	\$8,300,000	\$0	\$0	\$19,840,087	\$156,905,000	1.5%	13%	11.52	8,532
Humboldt	\$5,799,828	\$5,337,648	\$6,115,500	\$5,738	\$0	\$17,258,714	\$113,764,000	1.3%	15%	5.05	4,753
Los Angeles	\$3,424,611	\$3,174,700	\$1,120,000	\$0	\$0	\$7,719,311	\$218,303,000	0.8%	4%	5.90	2,267
Monterey Bay	\$6,838,890	\$1,365,306	\$700,000	\$54,680	\$0	\$8,958,876	\$100,015,000	1.3%	9%	6.71	9,761
Pomona	\$7,835,492	\$2,474,776	\$2,520,000	\$2,000	\$0	\$12,297,195	\$213,290,000	1.8%	6%	24.51	5,045
Sacramento	\$17,660,226	\$3,328,618	\$14,277,986	\$35,548	\$0	\$35,302,378	\$238,012,000	2.0%	15%	24.60	39,529
Sonoma	\$3,297,416	\$170,484	\$2,522,096	\$506,927	\$0	\$6,496,903	\$90,993,000	1.8%	7%	8.28	2,302
PEER GROUP 2 AVERAGE	\$7,784,727	\$2,536,424	\$5,079,369	\$86,413	\$0	\$15,410,495	\$161,611,714	1.5%	10%	12.37	10,313
Fresno	\$19,881,659	\$10,170,322	\$8,616,000	\$130,500	\$0	\$38,798,482	\$219,007,000	1.8%	18%	16.84	7,049
Fullerton	\$12,737,327	\$7,393,234	\$10,796,942	\$33,821	\$0	\$30,961,323	\$286,317,000	1.9%	11%	28.48	17,826
Long Beach	\$17,752,307	\$10,801,050	\$12,345,280	\$0	\$0	\$40,898,637	\$300,415,000	1.4%	14%	15.71	12,858
Northridge	\$15,448,159	\$4,168,214	\$805,001	\$0	\$0	\$20,421,374	\$295,050,000	1.6%	7%	25.90	12,793
San Diego	\$100,799,850	\$21,999,938	\$15,622,900	\$913,200	\$0	\$139,335,888	\$288,292,000	5.5%	48%	45.95	70,922
San Francisco	\$17,386,777	\$1,663,839	\$2,640,001	\$0	\$0	\$21,690,617	\$232,504,000	2.0%	9%	24.12	2,956
San José	\$14,368,073	\$2,401,694	\$5,606,333	\$0	\$0	\$22,376,100	\$233,232,000	1.3%	10%	19.20	5,172
San Luis Obispo	\$40,362,008	\$45,474,870	\$42,410,200	\$0	\$0	\$128,247,078	\$196,392,000	4.2%	65%	25.86	7,628
PEER GROUP 3 AVERAGE	\$29,842,020	\$13,009,145	\$12,355,332	\$134,690	\$0	\$55,341,187	\$256,401,125	2.5%	21%	25.26	17,151

Notes: • Peer group I campuses generally have less than 5,000 individual donors, less than 10 full-time professional fundraisers, less than \$50 million in endowment market value and fundraising investment of less than 2% of their university's annual allocation from the state general fund.

• Peer group II campuses generally have between 5,000 and 10,000 individual donors, between 10 and 20 full-time professional fundraisers, between \$50 million and \$100 million in endowment market value and fundraising investment of between 2% and 2.5% of their university's annual allocation from the state general fund.

• Peer group III campuses generally have over 10,000 individual donors, over 20 full-time professional fundraisers, over \$50 million in endowment market value and fundraising investment of more than 2.5% of their university's annual allocation from the state general fund.

• Fundraising investment includes both state and auxiliary funds.

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

PLANNED GIVING

IRREVOCABLE DEFERRED GIFTS

PEER GROUP 1	Face Value	Present Value
Bakersfield	\$0	\$0
Channel Islands	\$0	\$0
Dominguez Hills	\$0	\$0
East Bay	\$0	\$0
Maritime Academy	\$0	\$0
San Bernardino	\$0	\$0
San Marcos	\$104,262	\$36,412
Stanislaus	\$0	\$0
	\$104,262	\$36,412

PEER GROUP 2

Chico	\$0	\$0
Humboldt	\$35,706	\$14,874
Los Angeles	\$25,000	\$12,080
Monterey Bay	\$0	\$0
Pomona	\$86,799	\$26,619
Sacramento	\$0	\$0
Sonoma	\$0	\$0
	\$147,505	\$53,573

PEER GROUP 3

Fresno	\$150,000	\$87,231
Fullerton	\$0	\$0
Long Beach	\$0	\$0
Northridge	\$148,593	\$84,407
San Diego	\$2,704,999	\$1,388,188
San Francisco	\$0	\$0
San José	\$0	\$0
San Luis Obispo	\$27,339	\$10,649
	\$3,030,931	\$1,570,475
Chancellor's Office	\$0	\$0
Grand Total	\$3,282,698	\$1,660,460

REVOCABLE DEFERRED GIFTS

Face Value	Present Value
\$0	\$0
\$150,000	\$72,870
\$1,190,000	\$1,065,972
\$5,137,000	\$2,490,667
\$0	\$0
\$600,000	\$404,519
\$700,000	\$307,384
\$0	\$0
\$7,777,000	\$4,341,412

\$8,300,000	\$5,996,867
\$6,115,500	\$3,166,284
\$1,120,000	\$571,831
\$700,000	\$403,038
\$2,520,000	\$1,135,293
\$14,277,986	\$7,771,524
\$2,522,096	\$1,522,248
\$35,555,582	\$20,567,085

\$8,616,000	\$4,977,436
\$10,796,942	\$6,332,861
\$12,345,280	\$6,004,188
\$805,001	\$422,707
\$15,622,900	\$8,186,606
\$2,640,001	\$1,540,529
\$5,606,333	\$2,558,356
\$42,410,200	\$38,322,281
\$98,842,657	\$68,344,964
\$0	\$0
\$142,175,239	\$93,253,461

ALUMNI

PEER GROUP 1

	Number of Contactable Alumni	Alumni Solicited	Alumni Donors	Total Alumni Contributions
Bakersfield	56,241	39,336	365	\$486,882
Channel Islands	19,655	15,409	315	\$20,475
Dominguez Hills	129,850	115,995	1,227	\$275,570
East Bay	135,479	113,209	623	\$1,479,800
Maritime Academy	5,879	5,184	301	\$764,722
San Bernardino	122,292	85,063	1,785	\$411,264
San Marcos	69,066	44,241	729	\$202,162
Stanislaus	74,950	56,451	248	\$287,896
	613,412	474,888	5,593	\$3,928,771

PEER GROUP 2

Chico	167,043	9,758	3,781	\$2,151,228
Humboldt	66,772	52,685	2,118	\$1,499,845
Los Angeles	190,127	126,590	1,159	\$620,802
Monterey Bay	31,042	22,745	526	\$46,898
Pomona	230,302	158,711	2,821	\$6,666,087
Sacramento	295,391	186,333	3,196	\$2,160,101
Sonoma	70,065	48,198	685	\$855,381
	1,050,742	605,020	14,286	\$14,000,342

PEER GROUP 3

Fresno	240,600	182,720	3,800	\$4,555,235
Fullerton	324,430	236,027	10,198	\$1,395,669
Long Beach	364,850	170,938	3,217	\$7,254,753
Northridge	407,603	281,669	3,325	\$4,006,698
San Diego	487,056	266,559	17,816	\$15,280,266
San Francisco	357,579	68,938	1,431	\$2,762,322
San José	301,776	213,513	2,585	\$5,987,603
San Luis Obispo	213,414	113,833	3,759	\$11,292,719
	2,697,308	1,534,197	46,131	\$52,535,265

Grand Total

	4,361,462	2,614,105	66,010	\$70,464,378
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Note: Contactable Alumni are individuals which the university has a means to contact and who have not opted out of all communications.

GIFT RECEIPTS BY SOURCE

	Individuals		Organizations				Gift Receipts Total
	Alumni	Non-Alumni	Foundations	Corporations	Donor-Advised Funds	Other Organizations	
PEER GROUP 1							
Bakersfield	\$486,882	\$502,998	\$847,936	\$2,988,273	\$2,774,010	\$507,157	\$8,107,256
Channel Islands	\$20,475	\$1,304,416	\$860,165	\$690,384	\$76,000	\$120,239	\$3,071,679
Dominguez Hills	\$275,570	\$441,455	\$1,155,880	\$8,715,911	\$614,600	\$55,383	\$11,258,799
East Bay	\$1,479,800	\$6,178,400	\$5,742,873	\$515,639	\$484,085	\$153,423	\$14,554,220
Maritime Academy	\$764,722	\$792,272	\$18,303	\$2,953,509	\$68,488	\$6,597	\$4,603,891
San Bernardino	\$411,264	\$2,446,892	\$1,372,346	\$2,095,770	\$209,607	\$484,254	\$7,020,133
San Marcos	\$202,162	\$1,433,662	\$2,934,771	\$2,815,479	\$285,344	\$121,108	\$7,792,526
Stanislaus	\$287,896	\$527,151	\$801,749	\$398,293	\$25,196	\$91,850	\$2,132,135
	\$3,928,771	\$13,627,246	\$13,734,023	\$21,173,258	\$4,537,330	\$1,540,011	\$58,540,639
PEER GROUP 2							
Chico	\$2,151,228	\$5,338,102	\$1,298,753	\$1,218,679	\$258,965	\$738,060	\$11,003,787
Humboldt	\$1,499,845	\$823,228	\$1,827,145	\$1,111,592	\$538,228	\$159,507	\$5,959,545
Los Angeles	\$620,802	\$816,038	\$1,304,022	\$803,481	\$345,298	\$100,006	\$3,989,647
Monterey Bay	\$46,898	\$6,360,945	\$2,621,387	\$1,471,488	\$525,771	\$744,730	\$11,771,219
Pomona	\$6,666,087	\$1,232,347	\$1,679,037	\$2,117,136	\$503,338	\$97,250	\$12,295,195
Sacramento	\$2,160,101	\$13,502,762	\$1,576,149	\$1,166,000	\$269,051	\$244,978	\$18,919,041
Sonoma	\$855,381	\$1,028,363	\$1,637,224	\$956,074	\$329,680	\$106,398	\$4,913,120
	\$14,000,342	\$29,101,785	\$11,943,717	\$8,844,450	\$2,770,331	\$2,190,929	\$68,851,554
PEER GROUP 3							
Fresno	\$4,555,235	\$4,562,834	\$6,820,625	\$2,943,635	\$1,607,461	\$2,501,485	\$22,991,275
Fullerton	\$1,395,669	\$4,008,813	\$4,050,983	\$6,988,764	\$1,314,324	\$723,808	\$18,482,361
Long Beach	\$7,254,753	\$6,415,908	\$2,524,611	\$2,802,119	\$4,436,900	\$702,636	\$24,136,927
Northridge	\$4,006,698	\$3,232,524	\$5,472,396	\$13,993,922	\$3,559,434	\$690,277	\$30,955,251
San Diego	\$15,280,266	\$36,137,880	\$17,389,569	\$13,232,282	\$5,351,264	\$29,260,215	\$116,651,476
San Francisco	\$2,762,322	\$4,075,042	\$8,166,353	\$9,385,582	\$1,910,025	\$705,450	\$27,004,774
San José	\$5,987,603	\$5,227,627	\$3,331,943	\$4,413,481	\$1,959,506	\$665,453	\$21,585,613
San Luis Obispo	\$1,292,719	\$6,831,181	\$4,090,229	\$13,881,801	\$8,535,920	\$12,127,579	\$56,759,429
	\$52,535,265	\$70,491,809	\$51,846,709	\$67,641,586	\$28,674,834	\$47,376,903	\$318,567,106
Chancellor's Office	\$0	\$83,729	\$868,200	\$910,920	\$56,600	\$24,779	\$1,944,228
	\$70,464,378	\$113,304,569	\$78,392,649	\$98,570,214	\$36,039,095	\$51,132,622	\$447,903,527

Note: Other organizations are entities that are not defined as corporations, foundations, or donor-advised funds, such as religious organizations, fundraising consortia, and civic organizations.



GIFT RECEIPTS BY SOURCE



- Alumni **16%**
- Non-Alumni **25%**
- Corporations **22%**
- Foundations **18%**
- Other Organizations **11%**
- Donor-Advised Funds **8%**

GIFT RECEIPTS BY PURPOSE

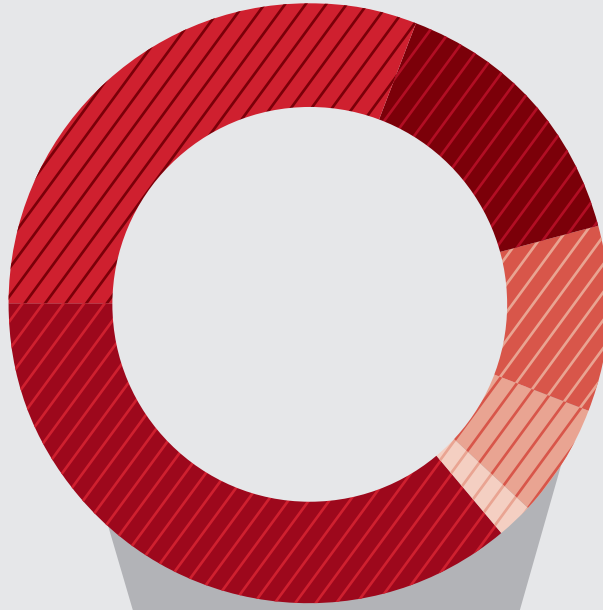
	CURRENT PROGRAMS		CAPITAL PURPOSES			IRREVOCABLE DEFERRED GIFTS	
	Unrestricted	Restricted	Endowment		Loan Funds	Face Value	Gift Receipts Total
			Campus Improvements Property, Buildings and Equipment	Unrestricted			
PEER GROUP 1							
Bakersfield	\$57,719	\$3,217,919	\$1,088,684	\$0	\$3,742,934	\$0	\$8,107,256
Channel Islands	\$204,011	\$2,630,538	\$1,100	\$0	\$236,030	\$0	\$3,071,679
Dominguez Hills	\$753,374	\$8,296,127	\$0	\$14,255	\$2,187,043	\$8,000	\$11,258,799
East Bay	\$60,489	\$4,664,810	\$8,694,115	\$0	\$1,134,806	\$0	\$14,554,220
Maritime Academy	\$172,015	\$648,500	\$3,366,234	\$0	\$417,142	\$0	\$4,603,891
San Bernardino	\$120,555	\$4,981,741	\$104,900	\$0	\$1,812,937	\$0	\$7,020,133
San Marcos	\$25,483	\$6,703,149	\$413,068	\$0	\$546,564	\$0	\$7,792,526
Stanislaus	\$45,835	\$1,626,831	\$156,069	\$0	\$303,400	\$0	\$2,132,135
	\$1,439,481	\$32,769,615	\$13,824,170	\$14,255	\$10,380,856	\$8,000	\$58,540,639
PEER GROUP 2							
Chico	\$323,056	\$5,052,694	\$124,475	\$996,699	\$4,506,863	\$0	\$11,003,787
Humboldt	\$267,106	\$4,611,702	\$0	\$0	\$1,045,031	\$0	\$5,959,545
Los Angeles	\$110,447	\$2,385,873	\$483,748	\$0	\$984,579	\$0	\$3,989,647
Monterey Bay	\$30,498	\$7,053,797	\$70,000	\$0	\$4,616,924	\$0	\$11,771,219
Pomona	\$323,060	\$8,542,604	\$11,600	\$0	\$3,331,132	\$0	\$12,295,195
Sacramento	\$279,270	\$16,230,331	\$146,953	\$0	\$2,262,487	\$0	\$18,919,041
Sonoma	\$25,833	\$3,972,795	\$15,099	\$0	\$899,393	\$0	\$4,913,120
	\$1,359,270	\$47,849,796	\$851,875	\$996,699	\$17,646,409	\$0	\$68,851,554
PEER GROUP 3							
Fresno	\$3,340	\$14,915,653	\$2,308,653	\$246,573	\$5,367,055	\$0	\$22,991,275
Fullerton	\$142,257	\$10,493,693	\$5,977,480	\$0	\$1,868,931	\$0	\$18,482,361
Long Beach	\$295,191	\$13,022,223	\$2,034,834	\$0	\$8,784,679	\$0	\$24,136,927
Northridge	\$96,456	\$23,020,968	\$1,933,590	\$795	\$5,754,849	\$0	\$30,955,251
San Diego	\$105,559	\$92,428,462	\$10,241,112	\$624,014	\$10,547,330	\$0	\$116,651,476
San Francisco	\$189,240	\$13,727,220	\$3,678,625	\$717,017	\$8,692,672	\$0	\$27,004,774
San José	\$575,804	\$15,131,820	\$16,019	\$17,561	\$5,844,409	\$0	\$21,585,613
San Luis Obispo	\$404,128	\$28,798,035	\$17,597,971	\$0	\$9,931,957	\$0	\$56,759,429
	\$1,811,975	\$211,538,074	\$43,788,284	\$1,605,960	\$56,791,882	\$0	\$318,567,106
Chancellor's Office	\$123,320	\$1,770,933	\$0	\$0	\$49,975	\$0	\$1,944,228
GRAND TOTAL	\$4,734,046	\$293,928,418	\$58,464,329	\$2,616,914	\$94,869,122	\$8,000	\$447,903,527

GIFT RECEIPTS BY PURPOSE



- Current Programs Restricted **65.62%**
- Endowment Restricted **18.95%**
- Property, Buildings and Equipment **13.05%**
- Current Programs Unrestricted **1.06%**
- Irrevocable Deferred Gifts **0.73%**
- Endowment Unrestricted **0.58%**
- Loan Funds **0.01%**

GIFT RECEIPTS FOR CURRENT PROGRAMS RESTRICTED



- Faculty Support and Academic Enrichment **31%**
- Student Support and Academic Enrichment **36%**
- Student Scholarships **15%**
- Athletics **10%**
- Research **6%**
- Student Affairs and Student Life **2%**

ENDOWMENT

Peer Group 1	2021-22	2022-23	2023-24	2022-23 to 2023-24 Comparison		2023-24 Investment	Three-Year Average	Five-Year Average	Ten-Year Average	2023-24 Gifts to Endowment	2023-24 Endowment Distribution
	Market Value	Market Value	Market Value	Amount	Percentage	Return Rate	Average	Average	Average	Endowment	Endowment
Bakersfield	\$35,096,739	\$37,162,254	\$42,735,229	\$5,572,975	15.00%	10.88%	2.15%	7.58%	5.01%	\$3,742,934	\$1,187,836
Channel Islands	\$32,528,669	\$34,650,516	\$35,088,436	\$437,920	1.26%	14.12%	4.20%	9.20%	6.56%	\$236,030	\$697,689
Dominguez Hills	\$20,043,378	\$22,391,813	\$26,547,238	\$4,155,425	18.56%	18.11%	4.39%	8.07%	6.51%	\$2,201,298	\$1,695,282
East Bay	\$18,859,431	\$20,787,583	\$21,949,928	\$1,162,345	5.59%	10.00%	2.07%	6.06%	5.03%	\$1,134,806	\$790,952
Maritime Academy	\$10,396,983	\$14,030,116	\$19,176,892	\$5,146,776	36.68%	9.50%	2.03%	4.96%	3.70%	\$417,142	\$490,649
San Bernardino	\$46,895,980	\$51,099,190	\$57,614,854	\$6,515,664	12.75%	11.50%	3.17%	7.22%	5.65%	\$1,812,937	\$1,649,785
San Marcos	\$31,187,653	\$33,548,472	\$36,560,347	\$3,011,875	8.98%	13.10%	4.50%	9.58%	6.92%	\$546,564	\$1,231,245
Stanislaus	\$17,521,345	\$18,609,524	\$20,529,983	\$1,920,459	10.32%	12.01%	2.76%	7.54%	4.75%	\$303,400	\$435,284
	\$212,530,178	\$232,279,468	\$260,202,907	\$27,923,439	12.02%	12.40%	3.16%	7.53%	5.64%	\$10,395,111	\$8,178,722
Peer Group 2											
Chico	\$79,302,699	\$86,654,128	\$97,902,065	\$11,247,937	12.98%	10.40%	3.83%	9.12%	6.87%	\$5,503,562	\$2,737,635
Humboldt	\$38,590,550	\$40,840,491	\$44,064,605	\$3,224,114	7.89%	10.30%	3.11%	8.26%	6.73%	\$1,045,031	\$1,680,390
Los Angeles	\$53,844,055	\$58,107,987	\$62,522,647	\$4,414,660	7.60%	9.43%	1.47%	6.31%	5.27%	\$984,579	\$3,287,262
Monterey Bay	\$32,208,908	\$35,477,570	\$43,461,957	\$7,984,387	22.51%	11.50%	3.93%	7.78%	6.17%	\$4,616,924	\$1,235,593
Pomona	\$149,091,829	\$165,259,421	\$186,731,363	\$21,471,942	12.99%	14.40%	3.97%	9.36%	6.46%	\$3,331,132	\$4,822,971
Sacramento	\$68,052,831	\$76,609,158	\$86,421,082	\$9,811,924	12.81%	14.31%	4.61%	10.04%	7.20%	\$2,262,487	\$2,946,489
Sonoma	\$60,783,189	\$65,197,471	\$70,466,927	\$5,269,456	8.08%	11.11%	2.48%	8.34%	5.93%	\$899,393	\$2,003,426
	\$481,874,061	\$528,146,226	\$591,570,646	\$63,424,420	12.01%	11.64%	3.34%	8.46%	6.35%	\$18,643,108	\$18,713,766
Peer Group 3											
Fresno	\$208,734,552	\$229,054,308	\$254,836,983	\$25,782,675	11.26%	23.75%	8.52%	11.02%	7.82%	\$5,613,628	\$8,317,540
Fullerton	\$131,405,420	\$135,851,640	\$148,676,745	\$12,825,105	9.44%	12.11%	4.16%	8.74%	6.51%	\$1,868,931	\$3,870,959
Long Beach	\$108,177,617	\$115,398,278	\$132,908,865	\$17,510,587	15.17%	12.96%	2.47%	7.31%	6.07%	\$8,784,679	\$4,863,185
Northridge	\$182,829,384	\$205,194,321	\$219,623,978	\$14,429,657	7.03%	12.57%	4.75%	8.00%	6.46%	\$5,755,644	\$5,353,262
San Diego	\$396,350,218	\$415,703,247	\$459,561,214	\$43,857,967	10.55%	10.60%	4.47%	7.42%	6.00%	\$11,171,344	\$12,339,238
San Francisco	\$156,232,834	\$161,361,589	\$174,845,581	\$13,483,992	8.36%	8.02%	1.91%	7.78%	6.20%	\$9,409,689	\$6,931,228
San José	\$167,381,341	\$182,645,743	\$203,627,735	\$20,981,992	11.49%	11.40%	4.13%	8.92%	6.76%	\$5,861,970	\$7,134,824
San Luis Obispo	\$243,030,195	\$265,257,623	\$296,446,885	\$31,189,262	11.76%	11.80%	2.53%	7.74%	6.20%	\$9,931,957	\$10,325,883
	\$1,584,141,561	\$1,710,466,749	\$1,890,527,986	\$180,061,237	10.53%	12.90%	4.12%	8.37%	6.43%	\$58,397,842	\$59,136,069
Chancellor's Office	\$31,300,849	\$32,972,822	\$35,856,862	\$2,884,040	8.75%	11.62%	3.32%	9.30%	6.86%	\$49,975	\$992,700
	\$2,319,846,649	\$2,503,865,265	\$2,778,158,401	\$274,293,136	10.95%	12.31%	3.54%	8.15%	6.15%	\$87,486,036	\$87,021,257

Notes: • Investment returns are reported as net of investment fees.
• Multi-year, Peer Group and Systemwide investment returns are presented as equal-weighted averages.
• CSU auxiliary organizations, which manage endowments, utilize a variety of socially responsible investment practices.
• San Diego increased FY 2021-22 endowment market value by \$15,454,291.

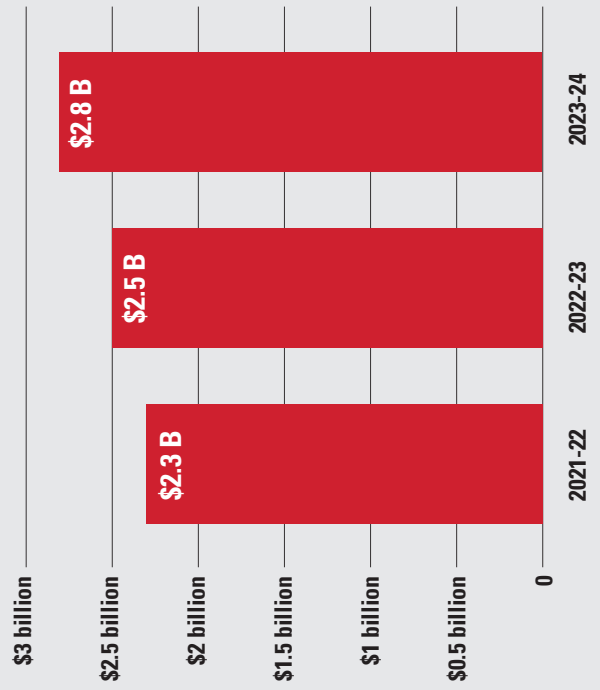
ENDOWMENT

\$2.8 BILLION
ENDOWMENT MARKET VALUE

\$87 MILLION
ENDOWMENT DISTRIBUTION

\$87 MILLION
NEW GIFTS TO ENDOWMENT

ENDOWMENT MARKET VALUE





DEFINITION OF TERMS



DEFINITION OF TERMS

CHARITABLE GIFT COMMITMENTS

An accrual-basis measure of philanthropic productivity that includes new outright gifts, 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 commitments are modeled on campaign counting standards and represent current-year performance in developing philanthropic support for the institution. This measure acknowledges the important work achieved in attaining continuing commitments secured in the reporting year.

CHARITABLE GIFT RECEIPTS

A cash-basis measure of philanthropic productivity that includes all gift income received in the form of cash, securities, in-kind contributions, irrevocable deferred gifts and private charitable grants. For the purposes of this report, irrevocable deferred gifts are counted at face value. These global 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 DISTRIBUTION

Income produced from endowments that is spent to support programs and areas across a university. For the purposes of this report, the distribution does not include any administrative fees or other special withdrawals.

ENDOWMENT MARKET VALUE

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

TRUE ENDOWMENT

Contributions 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 function as an endowment, the principal of which may be spent at the discretion of the governing board.

ENVIRONMENTAL, SOCIAL AND GOVERNANCE (ESG) INVESTING

An investment approach that examines an organization's exposure to ESG-related risks and opportunities, focusing on the ones most likely to have a material impact on investment performance. Environmental criteria look at how an organization addresses climate change through greenhouse emissions, waste management, etc. Social criteria examine how an organization manages relationships with its employees, customers and the communities in which it operates. Governance addresses an organization's board governance and executive pay, among other issues.

IRREVOCABLE DEFERRED GIFTS

Irrevocable gifts made through 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 face value.

PEER GROUP 1

The CSU campuses categorized within group 1 generally have fewer than 5,000 individual donors, fewer than 10 full-time professional fundraisers, less than \$50 million in endowment market value and fundraising investment of less than 2% of their university's annual allocation from the state general fund. These advancement programs build infrastructure and strive toward raising gift commitments equivalent to 10% of their university's annual allocation from the state general fund.

PEER GROUP 2

The CSU campuses categorized within group 2 generally have between 5,000 and 10,000 individual donors, between 10 and 20 full-time professional fundraisers, between \$50 million and \$100 million in endowment market value and fundraising investment of between 2% and 2.5% of their university's annual allocation from the state general fund. These advancement programs are maturing and are expected to raise gift commitments equivalent to 10% to 15% of their university's annual allocation from the state general fund.

PEER GROUP 3

The CSU campuses categorized within group 3 generally have more than 10,000 individual donors, more than 20 full-time professional fundraisers, more than \$100 million in endowment market value and fundraising investment of more than 2.5% of their university's annual allocation from the state general fund. These more mature advancement programs have developed successful annual funds, major gifts and planned giving operations complemented by strong alumni and communication programs. These programs are expected to raise gift commitments that are greater than 15% of their university's annual allocation from the state general fund.

PLEDGES

Gift commitments paid in installments over a set time schedule. For the purposes of this report, the value of multiyear pledges is reported in five-year periods. 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 any current or capital purpose on a university.

CURRENT PROGRAMS

Gifts that have been restricted to support existing programs in the short term. For this report's purposes, the many programs and areas of a university are summarized into the broad categories of academic divisions, athletics, faculty compensation, research, student financial aid and student affairs.

CAPITAL PURPOSES

Gifts that have been restricted to provide long-term or permanent support of university programs, facilities and properties.

PROPERTY, BUILDINGS AND EQUIPMENT (CAMPUS IMPROVEMENTS)

- Outright gifts of real 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.

RESPONSIBLE INVESTING

An investment philosophy that incorporates environmental, social and governance (ESG) factors into the investment analysis, portfolio construction and ongoing monitoring with the objective of enhancing long-term performance, managing risk and aligning the portfolio with the institution's values.

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

The entity, 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 university to limit alumni status to individuals who have obtained a degree and/or credential.

NON-ALUMNI INDIVIDUALS

Individuals who have no prior academic relationship to the institution.

FOUNDATIONS

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

CORPORATIONS

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.

DONOR-ADVISED FUNDS (DAFS)

A charitable giving vehicle administered by a tax-exempt organization, often affiliated with a financial institution or community foundation, where donors send assets to a segregated fund at the organization as a gift and can advise the fund to make distributions to qualifying organizations. Gifts from donor-advised funds are counted under this category regardless of where the fund is managed. Assets held in CSU DAFs are only counted in this report once they are distributed to the university.

OTHER ORGANIZATIONS

Organizations not reported in the categories above, which include religious and community organizations, fundraising consortia and any other nongovernmental agencies.



CSU The California State University

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calstate.edu/donorsupport

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