
Finance and Giving

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**Alumni and College Giving from Individuals
Five Fiscal Years**

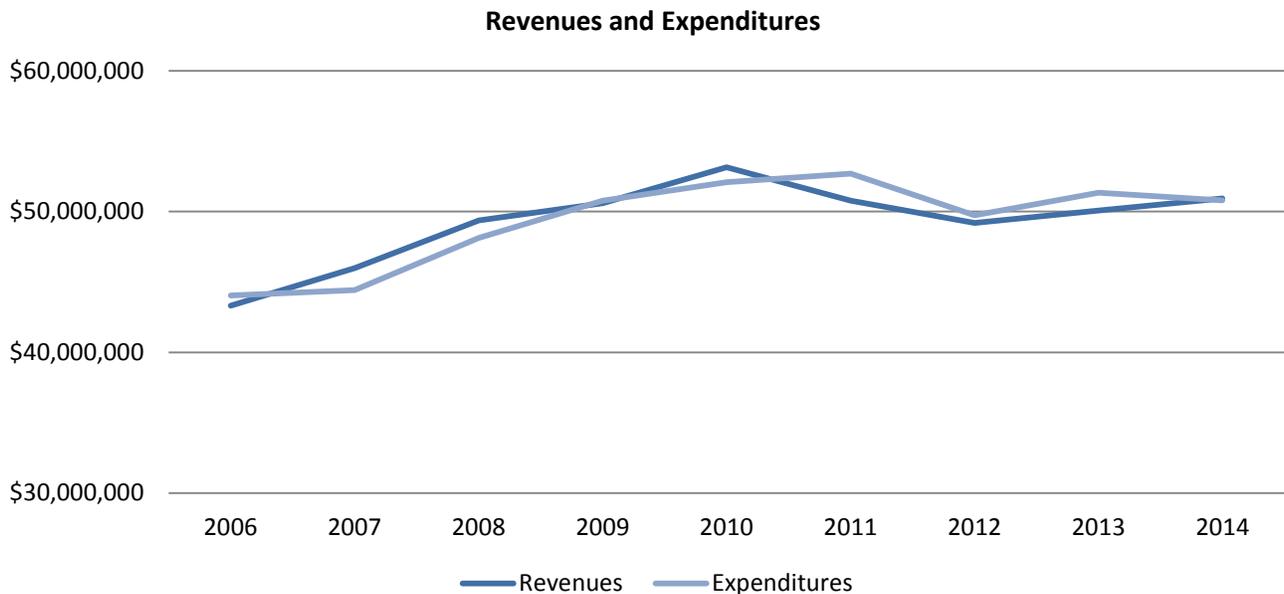
| | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|---|--------------------|--------------------|--------------------|--------------------|--------------------|---------------------|
| Alumni Degree Holders | | | | | | |
| Number of Record | 16,150 | 16,888 | 17,156 | 17,432 | 17,909 | 18,280 |
| Number Solicited for Gifts | 15,078 | 16,134 | 16,782 | 16,545 | 17,360 | 17,136 |
| Total Donors | 4,755 | 4,762 | 5,153 | 5,030 | 5,473 | 5,445 |
| Giving Rate | 31.5% | 29.5% | 30.7% | 30.4% | 31.5% | 31.8% |
| Total Contributions | \$2,616,291 | \$8,381,245 | \$4,511,191 | \$6,264,960 | \$4,938,517 | \$8,473,913 |
| Alumni without a Degree | | | | | | |
| Number of Record | 4,384 | 4,338 | 4,168 | 3,051 | 3,002 | 3,018 |
| Number Solicited for Gifts | 1,526 | 1,755 | 1,740 | 2,840 | 2,735 | 2,588 |
| Total Donors | 387 | 355 | 379 | 365 | 330 | 319 |
| Giving Rate | 25.4% | 20.2% | 21.8% | 12.9% | 12.1% | 12.3% |
| Total Contributions | \$154,127 | \$171,305 | \$208,399 | \$144,869 | \$124,560 | \$137,566 |
| Parents | | | | | | |
| Number of Record | 12,631 | 13,161 | 13,079 | 13,316 | 13,620 | 13,794 |
| Number Solicited for Gifts | 4,069 | 7,118 | 12,209 | 6,989 | 8,011 | 6,755 |
| Total Donors | 973 | 1,112 | 1,332 | 1,367 | 1,370 | 1,436 |
| Giving Rate | 23.9% | 15.6% | 10.9% | 19.6% | 17.1% | 21.3% |
| Total Contributions | \$567,748 | \$649,493 | \$861,790 | \$1,917,156 | \$2,752,230 | \$3,152,838 |
| Faculty/Staff | | | | | | |
| Number of Record | 512 | 535 | 513 | 504 | 505 | 525 |
| Number Solicited for Gifts | 63 | 60 | 366 | 415 | 50 | 308 |
| Total Donors | 83 | 46 | 60 | 40 | 35 | 49 |
| Giving Rate | 131.7% | 76.7% | 16.4% | 9.6% | 70.0% | 15.9% |
| Total Contributions | \$36,478 | \$39,141 | \$38,965 | \$32,854 | \$34,708 | \$38,485 |
| Students | | | | | | |
| Number of Record | 1,186 | 1,192 | 1,167 | 1,136 | 1,030 | 1,224 |
| Number Solicited for Gifts | 1,186 | 1,192 | 1,167 | 1,136 | 1,030 | 1,124 |
| Total Donors | 93 | 209 | 61 | 98 | 79 | 142 |
| Giving Rate | 7.8% | 17.5% | 5.2% | 8.6% | 7.7% | 12.6% |
| Total Contributions | \$529 | \$933 | \$673 | \$722 | \$576 | \$797 |
| All Others | | | | | | |
| Number of Record | 2,617 | 2,650 | 2,850 | 2,942 | 3,155 | 3,490 |
| Number Solicited for Gifts | 550 | 737 | 1,279 | 626 | 529 | 500 |
| Total Donors | 325 | 279 | 356 | 228 | 296 | 410 |
| Giving Rate | 59.1% | 37.9% | 27.8% | 36.4% | 56.0% | 82.0% |
| Total Contributions | \$439,681 | \$321,845 | \$234,754 | \$531,994 | \$412,016 | \$708,311 |
| Total Individual Contributions All Sources | \$3,814,854 | \$9,563,962 | \$5,855,772 | \$8,892,555 | \$8,262,607 | \$12,511,910 |

Source: Office of Advancement Services: VSE Survey

Revenues and Expenditures: Statement of Current Fund – Unrestricted Operations
For the year ended May 31
In Thousands

| | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|--------------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| Revenues | | | | | | | | | |
| Student tuition and fees | \$35,474 | \$38,560 | \$42,281 | \$45,206 | \$48,467 | \$47,386 | \$47,957 | \$49,050 | \$50,974 |
| Less scholarships | (12,065) | (13,158) | (14,632) | (16,678) | (19,029) | (19,158) | (20,040) | (21,561) | (24,062) |
| Net tuition and fees | \$23,409 | \$25,402 | \$27,649 | \$28,528 | \$29,438 | \$28,228 | \$27,917 | \$27,489 | \$26,912 |
| Room and board | \$10,190 | \$10,537 | \$11,158 | \$11,645 | \$12,799 | \$11,803 | \$11,650 | \$12,699 | \$13,535 |
| Endowment income | \$4,104 | \$4,216 | \$4,441 | \$5,215 | \$5,270 | \$5,341 | \$5,379 | \$5,556 | \$5,587 |
| Contributions, grants & awards | \$2,611 | \$2,532 | \$2,712 | \$2,408 | \$2,485 | \$2,803 | \$2,845 | \$2,800 | \$3,218 |
| Other auxiliary enterprises | \$1,833 | \$2,025 | \$2,073 | \$1,983 | \$1,984 | \$1,353 | \$334 | \$327 | \$378 |
| Other revenues | \$1,168 | \$1,270 | \$1,345 | \$814 | \$1,169 | \$1,169 | \$1,074 | \$1,201 | \$1,303 |
| Total Revenues | \$43,315 | \$45,982 | \$49,378 | \$50,593 | \$53,145 | \$50,780 | \$49,199 | \$50,072 | \$50,933 |
| Expenditures | | | | | | | | | |
| Salaries and wages | \$19,506 | \$20,038 | \$22,110 | \$23,947 | \$23,374 | \$24,098 | \$22,932 | \$22,909 | \$22,993 |
| Employee benefits (incl. remi) | \$6,595 | \$6,585 | \$6,696 | \$7,203 | \$7,644 | \$8,376 | \$8,296 | \$8,383 | \$8,224 |
| Services | \$7,952 | \$7,711 | \$8,986 | \$8,931 | \$9,239 | \$8,445 | \$8,731 | \$9,110 | \$8,859 |
| Utilities | \$2,647 | \$2,453 | \$2,291 | \$2,549 | \$2,361 | \$2,314 | \$2,131 | \$2,649 | \$2,833 |
| Other expenses | \$3,154 | \$3,412 | \$4,728 | \$3,970 | \$4,423 | \$4,422 | \$2,507 | \$3,152 | \$2,898 |
| Depreciation transfer | \$4,175 | \$4,225 | \$3,333 | \$4,189 | \$5,049 | \$5,044 | \$5,132 | \$5,153 | \$5,005 |
| Total Expenditures | \$44,029 | \$44,424 | \$48,144 | \$50,789 | \$52,090 | \$52,699 | \$49,729 | \$51,356 | \$50,812 |

Note: Totals may not add due to rounding.



Market Value of Endowment
For the year ended May 31

| | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 |
|-----------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Endowment Value | \$108,381,184 | \$117,565,362 | \$134,760,292 | \$123,262,106 | \$135,423,133 | \$148,102,212 |

Source: Cooperation of Saint Mary's College, Financial Statements and Other Financial Information