

Development Performance Fiscal Year to Date (FYTD) as of July 1, 2007

**George Mason University Overall FYTD**

Total Gifts and New Pledges			Alumni Participation Rates		
	2007	Campaign		Donors	Percentage
Goal			Goal		
Total	\$ 22,467,591.08		Total	5,964	5.91%
Balance			Balance		

**Gift and Pledge Purpose Comparison FYTD**

		2007	2006	2005	2004	2003	Total
Annual Fund	Donors	2,798	4,977	4,904	5,080	6,779	24,538
	Dollars	\$1,951,645	\$1,984,807	\$968,335	\$886,034	\$1,135,322	\$6,926,143
Community/Public Services	Donors	1,084	1,084	815	534	428	3,945
	Dollars	\$2,018,455	\$2,482,863	\$1,313,758	\$431,102	\$293,412	\$6,539,591
Facilities	Donors	44	32	33	7	15	131
	Dollars	\$1,942,922	\$1,491,219	\$252,301	\$1,002,591	\$333,798	\$5,022,832
Faculty	Donors	171	185	186	200	166	908
	Dollars	\$5,400,942	\$11,035,333	\$4,116,374	\$3,051,135	\$5,898,680	\$29,502,463
Other	Donors	1,579	1,051	899	1,032	1,775	6,336
	Dollars	\$2,204,149	\$1,376,541	\$2,822,716	\$1,446,502	\$4,523,822	\$12,373,731
Research	Donors	3,136	3,246	3,089	3,584	2,950	16,005
	Dollars	\$6,076,872	\$8,642,323	\$7,691,868	\$5,601,811	\$3,611,157	\$31,624,032
Sports	Donors	3,672	3,211	3,488	3,533	2,591	16,495
	Dollars	\$2,872,606	\$4,544,392	\$3,573,004	\$2,370,663	\$2,052,501	\$15,413,167
Total		12,484	13,786	13,414	13,970	14,704	68,358
		Dollars	\$22,467,591	\$31,557,480	\$20,738,356	\$14,789,839	\$17,848,692
							\$107,401,959

Development Performance Fiscal Year to Date (FYTD) as of July 1, 2007

### Gifts and Pledge Division Comparison FYTD Donors and Dollars

		2007	2006	2005	2004	2003	Total
Affiliated Entity	Donors	3,393	3,520	3,168	3,627	3,375	17,083
	Dollars	\$5,121,944	\$7,955,894	\$6,435,613	\$4,155,330	\$2,790,327	\$26,459,108
Athletics	Donors	974	935	924	986	983	4,802
	Dollars	\$1,588,461	\$471,354	\$366,989	\$296,897	\$364,533	\$3,088,234
College Health & Human Service	Donors	487	762	741	932	644	3,566
	Dollars	\$198,578	\$304,791	\$724,369	\$84,166	\$302,939	\$1,614,842
College of Education & Human D	Donors	571	754	774	659	794	3,552
	Dollars	\$631,265	\$207,264	\$1,067,304	\$134,437	\$458,724	\$2,498,995
College of Humanities and Soci	Donors	1,032	787	1,003	841	2,736	6,399
	Dollars	\$1,440,152	\$3,073,360	\$1,903,207	\$2,401,622	\$3,295,287	\$12,113,628
College of Science	Donors	264	1,298	1,203	1,697	1,373	5,835
	Dollars	\$260,988	\$306,214	\$1,287,672	\$274,404	\$680,936	\$2,810,215
College of Visual and Performi	Donors	1,299	1,100	950	660	552	4,561
	Dollars	\$4,181,774	\$4,128,434	\$1,477,477	\$1,341,569	\$317,236	\$11,448,491
Institute of Conflict Analysis	Donors	100	49	81	117	109	456
	Dollars	\$151,188	\$140,427	\$282,023	\$145,705	\$2,779,702	\$3,499,045
Krasnow Institute	Donors	11	8	16	10	18	63
	Dollars	\$239,319	\$57,738	\$75,864	\$152,220	\$367,684	\$892,824
Library	Donors	415	957	941	934	179	3,426
	Dollars	\$148,735	\$159,958	\$107,235	\$63,864	\$27,147	\$506,940
School of Law	Donors	1,210	658	766	658	616	3,908
	Dollars	\$3,128,125	\$3,432,756	\$2,579,635	\$2,558,927	\$3,046,855	\$14,746,299
School of Management	Donors	731	1,226	1,144	1,000	987	5,088
	Dollars	\$190,945	\$572,625	\$182,062	\$205,004	\$448,677	\$1,599,313
School of Public Policy	Donors	110	116	114	97	85	522
	Dollars	\$251,807	\$482,708	\$319,320	\$143,926	\$781,147	\$1,978,907
University - General	Donors	1,353	924	899	1,138	1,519	5,833
	Dollars	\$2,122,417	\$1,292,464	\$3,202,949	\$1,958,805	\$1,228,757	\$9,805,392
University Life	Donors	95	107	109	122	85	518
	Dollars	\$182,789	\$264,667	\$260,067	\$253,276	\$149,558	\$1,110,357
Volgenau School of IT&E	Donors	439	585	581	492	649	2,746
	Dollars	\$2,629,103	\$8,706,824	\$466,570	\$619,687	\$809,183	\$13,231,368
Total	Donors	12,484	13,786	13,414	13,970	14,704	68,358
	Dollars	\$22,467,591	\$31,557,480	\$20,738,356	\$14,789,839	\$17,848,692	\$107,401,959

Development Performance Fiscal Year to Date (FYTD) as of July 1, 2007

### Gift and Pledge Stratification Comparison FYTD Donations and Dollars

		2007	2006	2005	2004	2003	Total
A: > \$5M	Donations Dollars	0 \$0	1 \$5,000,000	0 \$0	0 \$0	0 \$0	1 \$5,000,000
B: \$ 1M - \$4.9M	Donations Dollars	3 \$4,599,667	5 \$7,700,333	5 \$6,133,436	2 \$2,000,000	1 \$2,500,000	16 \$22,933,436
C: \$500K - \$999K	Donations Dollars	2 \$1,000,000	4 \$2,748,106	1 \$550,000	4 \$2,633,000	4 \$2,650,000	15 \$9,581,106
D: \$250K - \$499K	Donations Dollars	9 \$3,200,000	5 \$1,665,000	3 \$925,000	0 \$0	5 \$1,987,000	22 \$7,777,000
E: \$100K - \$249K	Donations Dollars	26 \$3,310,590	39 \$5,024,254	37 \$4,361,527	22 \$2,822,829	23 \$3,061,572	147 \$18,580,774
F: \$ 50K - \$ 99K	Donations Dollars	32 \$1,873,370	25 \$1,513,877	28 \$1,596,049	24 \$1,466,927	23 \$1,380,573	132 \$7,830,796
G: \$ 10K - \$ 49K	Donations Dollars	228 \$4,435,038	222 \$4,162,524	184 \$3,670,216	122 \$2,675,356	147 \$2,839,333	903 \$17,782,467
H: \$ 1K - \$9.9K	Donations Dollars	1,136 \$2,632,596	1,072 \$2,433,293	1,001 \$2,222,388	896 \$1,920,881	967 \$2,083,938	5,072 \$11,293,097
I: < \$1K	Donations Dollars	12,479 \$1,416,329	13,748 \$1,310,093	13,517 \$1,279,740	14,191 \$1,270,844	14,693 \$1,346,277	68,628 \$6,623,283
Total	Donations Dollars	13,915 \$22,467,591	15,121 \$31,557,480	14,776 \$20,738,356	15,261 \$14,769,839	15,863 \$17,848,692	74,936 \$107,401,959

### Cash Receipts FYTD Donors and Dollars

		2007	2006	2005	2004	2003	Total
Deferred Giving	Donors Dollars	0 \$0	0 \$0	4 \$1,630,000	0 \$0	2 \$75,334	6 \$1,705,334
Endowment Giving	Donors Dollars	321 \$1,682,184	297 \$3,571,593	252 \$2,369,519	257 \$2,165,429	355 \$1,602,721	1,482 \$11,391,446
Gift-in-Kind Giving	Donors Dollars	107 \$164,107	65 \$537,397	97 \$329,883	72 \$162,263	65 \$625,829	406 \$1,819,479
Restricted Giving	Donors Dollars	7,398 \$17,188,233	6,839 \$17,079,823	6,749 \$12,475,584	7,194 \$11,520,657	5,639 \$10,539,144	33,819 \$68,803,441
Sponsored Programs Giving	Donors Dollars	5 \$568,052	3 \$37,126	12 \$1,252,923	6 \$107,250	22 \$2,035,736	48 \$4,001,087
Unrestricted Giving to Department	Donors Dollars	924 \$682,854	1,352 \$658,190	1,320 \$644,486	1,237 \$607,686	3,194 \$927,473	8,027 \$3,520,689
Unrestricted Giving to Unit	Donors Dollars	3,054 \$1,496,239	4,894 \$1,324,295	4,714 \$1,155,200	4,687 \$782,343	4,275 \$1,001,337	21,624 \$5,759,415
Unrestricted Giving to University	Donors Dollars	863 \$214,706	606 \$131,977	523 \$121,090	684 \$159,063	1,182 \$167,066	3,858 \$793,902
Total	Donors Dollars	12,672 \$21,996,375	14,056 \$23,340,400	13,671 \$19,978,686	14,137 \$15,504,691	14,734 \$16,974,641	69,270 \$97,794,793

Development Performance Fiscal Year to Date (FYTD) as of July 1, 2007

### Top Twenty Gifts, Pledge Payments and Pledges FYTD 2007

<u>R#</u>	<u>Donor</u>	<u>Type*</u>	<u>Amount</u>	<u>Designation</u>
1	[REDACTED]	PP	2,100,000.00	Mercatus Center
2	[REDACTED]	GF	2,000,000.00	[REDACTED] Fund
3	[REDACTED]	NP	1,599,667.00	PAB Renovation Fund
4	[REDACTED]	NP	1,000,000.00	CPAC Endowment Fund
5	[REDACTED]	PP	800,000.00	PAB Renovation Fund
6	[REDACTED]	NP	500,000.00	CPAC Endowment - Non-deductible
6	[REDACTED]	GF	500,000.00	[REDACTED] Scholarship Endowment
6	[REDACTED]	NP	500,000.00	Friends of Men's Basketball
6	[REDACTED]	GF	500,000.00	Mercatus Center
10	[REDACTED]	GF	420,000.00	History Department
11	[REDACTED]	GF	400,000.00	LEC
11	[REDACTED]	GF	400,000.00	LEC Program on Politics & Economics
11	[REDACTED]	NP	400,000.00	CEHD Fund for Excellence
14	[REDACTED]	GF	350,000.00	LEC
15	[REDACTED]	GF	250,000.00	Mercatus Center
15	[REDACTED]	GF	250,000.00	Mercatus Center
15	[REDACTED]	NP	250,000.00	CPAC Endowment Fund
18	[REDACTED]	NP	200,000.00	Mercatus Center
18	[REDACTED]	GF	200,000.00	LEC Program on Politics & Economics
18	[REDACTED]	PP	200,000.00	LEC
18	[REDACTED]	NP	200,000.00	CGS Director's Fund
18	[REDACTED]	GF	200,000.00	LEC

\* Transaction Types: NP = Pledge, PP = Pledge Payment, GF = Gift



Development Performance Fiscal Year to Date (FYTD) as of July 1, 2007

## Development Officer Activity FYTD

			Group Meeting/Event	Letter / Email	Miscellaneous	Personal Visit	Phone Call	Total
ATHL	Mr. Max A. Baker	Month	0	0	0	3	0	3
		FYTD	0	0	0	26	0	26
	Ms. Jennifer S. Montgomery	Month	0	0	0	5	0	5
		FYTD	5	2	2	55	3	67
CEHD	Ms. Megan L. Sturges	Month	0	0	0	0	0	0
		FYTD	0	0	0	0	0	0
	Total	Month	0	0	0	8	0	8
		FYTD	5	2	2	81	3	93
CHHS	Ms. Amy Biderman	Month	0	0	0	0	0	0
		FYTD	0	0	0	0	0	0
	Jeffrey Gorrell, Ph.D.	Month	0	0	0	0	0	0
		FYTD	1	0	0	1	0	2
CHSS	Ms. Shernita Rochelle Parker	Month	1	0	0	0	0	1
		FYTD	21	14	14	7	6	62
	Total	Month	1	0	0	0	0	1
		FYTD	22	14	14	8	6	64
COS	Ms. Mary-Earle S. Farrell	Month	0	22	0	4	2	28
		FYTD	17	172	0	20	16	225
	Shirley S. Travis, Ph.D.	Month	0	0	0	0	0	0
		FYTD	2	12	0	1	0	15
CVPA	Total	Month	0	22	0	4	2	28
		FYTD	19	184	0	21	16	240
	Ms. Heidi A. Bruce	Month	0	0	0	0	0	0
		FYTD	9	0	0	1	1	11
CVPA	Jack R. Censer, Ph.D.	Month	0	0	0	0	0	0
		FYTD	13	0	0	3	0	16
	Total	Month	0	0	0	0	0	0
		FYTD	22	0	0	4	1	27
CVPA	Vikas Chandhoke, Ph.D.	Month	0	0	0	0	0	0
		FYTD	0	0	0	0	0	0
	Ms. Tere Linehan	Month	3	262	6	0	0	271
		FYTD	38	1,152	28	4	8	1,230
CVPA	Total	Month	3	262	6	0	0	271
		FYTD	38	1,152	28	4	8	1,230
	Ms. Katherine K. Beyer	Month	0	0	0	0	0	0
		FYTD	0	0	0	0	0	0
CVPA	Ms. Nyla K. Louh	Month	0	0	0	0	0	0
		FYTD	0	0	0	0	0	0
	Mr. Brian H. Marcus	Month	0	0	0	0	0	0
		FYTD	0	0	0	1	0	1
CVPA	Mr. William F. Reeder	Month	0	0	0	0	0	0
		FYTD	0	0	0	0	0	0
CVPA	Ms. Kristy Sandlin	Month	0	0	0	0	0	0
		FYTD	0	0	0	0	0	0

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			Group Meeting/Event	Letter / Email	Miscellaneous	Personal Visit	Phone Call	Total
GEN	P	Total	0	0	0	0	0	0
		Month FYTD	0	0	0	1	0	1
		Mr. Marc Q. Broderick	0	0	0	0	0	0
		Month FYTD	0	0	0	0	0	0
		Ms. Christine Clark-Talley	0	0	0	0	0	0
		Month FYTD	0	0	0	0	0	0
		Mrs. Diane A. Coppage	0	22	0	1	1	24
		Month FYTD	5	122	30	3	29	189
		Ms. Susan Graziano	0	0	2	0	0	2
		Month FYTD	0	8	12	0	0	20
		J. Thomas Hennessey, Ph.D.	0	0	0	0	0	0
		Month FYTD	0	0	0	1	0	1
		Mrs. Kathleen M. Kehoe	0	2	0	0	1	3
		Month FYTD	3	18	2	7	10	40
		Ms. Tracy D. Lee	0	0	0	0	0	0
		Month FYTD	0	2	0	3	2	7
ICAR		Alan G. Merten, Ph.D.	0	0	2	3	0	5
		Month FYTD	0	0	4	14	1	19
		Ms. Una M. Murphy	0	0	0	0	1	1
		Month FYTD	1	16	0	7	7	31
		Mrs. Tami D. O'Brien	0	0	0	0	0	0
		Month FYTD	0	4	0	0	0	4
		Mr. David A. Roe	0	0	0	0	0	0
		Month FYTD	0	0	0	0	0	0
		Peter N. Stearns, Ph.D.	0	0	0	0	0	0
		Month FYTD	1	0	0	0	0	1
		Ms. Kira Woitek	0	0	0	0	0	0
		Month FYTD	0	4	0	3	1	8
		Total	0	24	4	4	3	35
		Month FYTD	10	174	48	38	50	320
ITE		Sara Cobb, Ph.D.	0	0	0	0	0	0
		Month FYTD	0	0	0	0	0	0
		Ms. Lucy B. Dorick	0	0	0	0	0	0
		Month FYTD	0	0	0	0	0	0
		Total	0	0	0	0	0	0
		Month FYTD	0	0	0	0	0	0
		Ms. Josephine R. Boukhira	0	0	0	0	0	0
		Month FYTD	0	2	0	0	0	2
		Lloyd J. Griffiths, Ph.D.	0	0	0	3	0	3
		Month FYTD	0	0	0	4	0	4
		Mrs. Jennifer C. Lamb	1	2	0	5	2	10
		Month FYTD	2	2	2	6	5	17
		Ms. Sarah M. Stafford	0	0	0	1	0	1
		Month FYTD	0	36	4	1	8	49
		Total	1	2	0	9	2	14
		Month FYTD	2	40	6	11	13	72

## Development Performance Fiscal Year to Date (FYTD) as of July 1, 2007

			Group Meeting/Event	Letter / Email	Miscellaneous	Personal Visit	Phone Call	Total		
KP	LIBR	James L. Olds, Ph.D.	Month FYTD	0 3	0 4	0 6	0 4	0 1	0 18	
		Total	Month FYTD	0 3	0 4	0 6	0 4	0 1	0 18	
	LIBR	Ms. Adriana Ercolano	Month FYTD	0 0	0 2	0 0	0 1	0 0	0 3	
		Total	Month FYTD	0 0	0 2	0 0	0 1	0 0	0 3	
SOL	SOM	Ms. Heather E. Bailey	Month FYTD	0 0	0 0	0 0	0 0	0 0	0 0	
		Mr. Christopher J. Corish	Month FYTD	0 0	0 0	0 0	1 1	0 0	1 1	
		Victoria M. Huber, J.D.	Month FYTD	0 0	0 0	0 0	0 0	0 0	0 0	
		Mrs. Christine H. Malone	Month FYTD	0 0	0 0	0 0	0 0	0 0	0 0	
		Daniel D. Polsby, J.D.	Month FYTD	0 0	0 0	0 0	0 0	0 0	0 0	
		Total	Month FYTD	0 0	0 0	0 0	1 1	0 0	1 1	
	SOM	Richard J. Klimoski, Ph.D.	Month FYTD	0 0	0 0	0 0	0 0	0 0	0 0	
		Ms. Hilda M. Maness	Month FYTD	0 0	0 0	0 0	0 0	0 0	0 0	
		Mr. Isaac W. Thweatt	Month FYTD	0 0	0 0	0 0	0 0	0 0	0 0	
		Total	Month FYTD	0 0	0 0	0 0	0 0	0 0	0 0	
		SPP	James H. Finkelstein, Ph.D.	Month FYTD	0 0	0 0	0 0	0 0	0 0	0 0
			Kingsley E. Haynes, Ph.D	Month FYTD	0 0	0 0	0 0	0 0	0 0	0 0
Ms. Jocelyn S. Rappaport	Month FYTD		0 0	0 0	0 0	0 0	0 0	0 0		
Total	Month FYTD		0 0	0 0	0 0	0 0	0 0	0 0		
UL	Ms. Colandra Coleman		Month FYTD	0 0	0 0	0 0	0 0	0 0	0 0	
	Sandra Hubler, Ed.D.		Month FYTD	0 0	0 0	0 0	0 0	0 0	0 0	
	Total	Month FYTD	0 0	0 0	0 0	0 0	0 0	0 0		
Total		Month FYTD	5 121	310 1,572	10 104	26 174	7 98	358 2,069		



### Development Performance Guide

#### General Notes:

Only tax deductible contributions are counted in these reports.

All years in these reports are based upon the fiscal year which starts on July 1st and ends June 30th.

1. **Total Gifts and New Pledges** - Reports the goal for the current fiscal year and total campaign, the progress made toward the goals fiscal year to date, and the balance remaining. The figures reported include all Gifts and Pledges made in the reporting period.
2. **Alumni Participation Rates** - Reports the Alumni participation goal for the current fiscal year and the progress made toward that goal fiscal year to date. The figure reported includes all cash Gifts and Soft Credits recorded for all living, solicitable Alumni at the start of the fiscal year.
3. **Gift and Pledge Purpose Comparison - FYTD** - Reports the total number of donors and total dollars raised in Gifts and Pledges in the current fiscal year and the four previous fiscal years by purpose. Each period closes with the same end date.
4. **Gift and Pledge Division Comparison - Donors and Dollars FYTD** - Reports the total number of donors and total dollars raised in Gifts and Pledges in the current fiscal year and the four previous fiscal years for each Division. Each period closes with the same end date.
5. **Gift and Pledge Stratification Comparison - Donations and Dollars FYTD** - Reports the total number of donations and total dollars raised in Gifts and Pledges in the current fiscal year and the four previous fiscal years in a chart sorted by transaction amount ranges. Each period closes with the same end date.
6. **Cash Receipts - Donors and Dollars FYTD** - Reports the total number of donors and total dollars received in new cash gifts and pledge payments in the current fiscal year and the four previous fiscal years. Each period closes with the same end date.
7. **Twenty Gifts, Pledge Payments and Pledges - FYTD** - Reports the top twenty transactions recorded for the current fiscal year to date. The transaction types included are Gifts, Pledge Payments and Pledges.
8. **Development Officer Activity** - Reports the total contacts by type of activity by Development Officer sorted by Division. Data is drawn as entered by Development Officers into Advance, and is reported for the month and Fiscal Year to Date.