

St. Norbert College
YEARLY GIFT AND GRANT REVENUE
FY 2001-07

*Reflects actual cash receipts of philanthropic gifts and grants
as submitted to the Voluntary Support of Education (VSE) Report*

Year	Total Gifts and Grants *	Gifts for Current Uses **	Capital Gifts	Endowment Gifts	St. Norbert Fund	Total Trustee Gifts
FY 2001	\$ 9,714,686	\$ 3,988,342	\$ 2,411, 957	\$ 3,314,387	\$ 1,357,109	\$ 873,169
FY 2002	\$ 4,745,604	\$ 1,719,714	\$ 1,640,612	\$ 1,385,278	\$ 1,220,399	\$ 827,087
FY 2003	\$ 5,805,251	\$ 2,199,663	\$ 2,134,162	\$ 1,471,426	\$ 1,915,390	\$ 717,032
FY 2004	\$ 4,506,161	\$ 2,008,792	\$ 993,838	\$ 1,503,531	\$ 1,676,200	\$ 598,984
FY 2005	\$ 6,139,772	\$ 2,236,985	\$ 1,738,044	\$ 2,164,743	\$ 1,918,064	\$ 2,005,404
FY 2006	\$12,029,110	\$ 3,479,273	\$ 2,119,860	\$ 6,429,977	\$ 1,684,063	\$ 5,132,947
FY 2007	\$10,316,379	\$ 3,759,441	\$ 3,993,777	\$ 2,563,161	\$ 1,816,987	\$ 3,436,522

* *Excludes non-philanthropic sponsored program revenue*

** *Includes St. Norbert Fund gifts*

St. Norbert College
ADVANCEMENT EXPENDITURES AND EFFICIENCY
FY 2002-07

Sources: St. Norbert College Budget Records

Year	Total Gifts And Grants *	Expenses for Fundraising	Fundraising Efficiency	Expenses for Fundraising + Alumni	Fundraising + Alumni Efficiency
FY 2002	\$ 4,745,604	\$ 1,836,406	0.39	\$ 2,120,402	0.45
FY 2003	\$ 5,805,251	\$ 2,125,784	0.37	\$ 2,475,041	0.43
FY 2004	\$ 4,506,161	\$ 1,884,193	0.42	\$ 2,141,128	0.48
FY 2005	\$ 6,139,772	\$ 1,769,967	0.29	\$ 2,105,211	0.34
FY 2006	\$12,029,110	\$ 1,848,079	0.15	\$ 2,264,412	0.19
FY 2007	\$10,316,379	\$ 1,562,355	0.15	\$ 1,927,023	0.19

** Excludes non-philanthropic sponsored program revenue*

St. Norbert College
Fundraising Goals and Results
 FY 2006-07

	<u>FY06 Result</u>	<u>FY 2007 Goal</u>	<u>FY07 Result</u>	<u>%</u>
St. Norbert Fund (Cash)	\$ 1,684,063	\$ 2,200,000	\$1,814,561	83%
<ul style="list-style-type: none"> • Raise \$2.2 million in unrestricted gifts 				
New Library (Pledges)	\$ 3,250,230	\$ 8,000,000	\$ 864,394	11%
<ul style="list-style-type: none"> • Reach 100% mark for construction costs (\$20 million) • Seek to secure remaining \$9.25 million for total project 				
New Athletics Complex (Pledges)	\$ 375,710	\$ 3,000,000	\$1,010,193	34%
<ul style="list-style-type: none"> • Secure at least \$3 million more toward construction • Seek to secure naming gift 				
Secure additional endowment funds (Cash or pledges)	\$ 6,429,977	\$ 2,000,000	\$ 729,718	37%
Other Gifts, Grants and Pledges	<u>\$ 2,166,901</u>	<u>\$ 0</u>	<u>\$2,281,057</u>	<u>n/a</u>
Totals:	\$13,906,881	\$15,200,000	\$6,699,923	45%

**St. Norbert College
Annual Fund History
1987 - 2007**

	Dollars Received*	Goal**	% of Goal	Estate Gifts	Net "Annual" Gifts
1987	\$926,002	\$960,000	96%	n/a	
1988	\$1,111,110	\$1,055,000	105%	n/a	
1989	\$1,110,024	\$1,080,000	103%	n/a	
1990	\$1,148,515	\$1,105,000	104%	n/a	
1991	\$1,125,108	\$1,155,000	97%	n/a	
1992	\$1,051,484	\$1,155,000	91%	n/a	
1993	\$948,148	\$1,105,000	86%	n/a	
1994	\$1,013,571	\$1,155,000	88%	n/a	
1995	\$1,143,323	\$1,180,000	97%	n/a	
1996	\$1,196,386	\$1,280,000	93%	n/a	
1997	\$1,224,367	\$1,355,000	90%	n/a	
1998	\$1,416,417	\$1,425,000	99%	n/a	
1999	\$1,278,624	\$1,455,000	88%	n/a	
2000	\$1,657,877	\$1,480,000	112%	\$ 434,476	\$ 1,223,401
2001	\$1,358,070	\$1,480,000	92%	\$ 141,760	\$ 1,216,310
2002	\$1,219,999	\$1,500,000	81%	\$ 63,949	\$ 1,516,050
2003	\$1,737,986	\$1,750,000	99%	\$ 261,949	\$ 1,476,007
2004	\$1,606,993	\$3,200,000	50%	\$ 185,653	\$ 1,421,340
2005	\$1,918,802	\$2,200,000	87%	\$ 264,920	\$ 1,653,882
2006	\$1,684,063	\$2,200,000	77%	\$ 97,561	\$ 1,586,502
2007	\$1,816,987	\$2,200,000	83%	\$ 355,936	\$ 1,461,051

*Per Gift Receipt Reports & Banner Data

** Per Trustee Minute Reports

1986-2003 \$'s include Departmental (restricted) gifts