

Management Monitors - Production, Major Gifts

Fiscal Year: 2017

Comparison group: 2018 Report on Giving (FY 2017) - United States Benchmarking Participants (n=181)

Summary	<u>Major Gifts: Production- Number of gifts</u>	<u>Major Gifts: Production- Total value of gifts</u>	<u>Major Gifts: Production- Return on investment (ROI)</u>	<u>Major Gifts: Production- Cost to raise a dollar</u>
Demonstration Hospital (Anytown, NY)	160	\$14,500,000	56.09	\$0.02
Mean (Average)	92	\$8,835,815	9.41	\$0.59
90th Percentile	195	\$15,758,498	16.52	\$1.94
75th Percentile	96	\$5,724,166	8.00	\$0.64
50th Percentile (median)	36	\$2,171,478	3.38	\$0.30
25th Percentile	10	\$339,702	1.57	\$0.12
10th Percentile	4	\$125,920	0.52	\$0.06
Number of Organizations Reporting Valid Data	92	91	30	30
Total Number of Organizations in the Comparison Group	181	181	181	181