

## B. Direct Human Resources (Entity/System Chief Development Officer)

Comparison group values:

medians

2017																								
Organization	DS: Number of System/Entity CDOs		DS: Combined Tenure of System/Entity Chief Dev Officers		DS: Pct of System/Entity CDO Time Allocated to Annual Gifts		DS: Pct of System/Entity CDO Time Allocated to Major Gifts		DS: Pct of System/Entity CDO time allocated to Corp/Fdn Gifts		DS: Pct of System/Entity CDO time allocated to Corp/Fdn & Major Gifts Combined		DS: Pct of System/Entity CDO Time Allocated to Planned Giving		DS: Pct of System/Entity CDO Time Allocated to Public Support		DS: Pct of System/Entity CDO Time Allocated to Special Events		DS: Pct of System/Entity CDO Time Allocated to Other FR		DS: Pct of System/Entity CDO Time Allocated to Non-FR Admin			
	median	N	median	N	median	N	median	N	median	N	median	N	median	N	median	N	median	N	median	N	median	N	median	N
<b>2018 Report on Giving (FY 2017) - United States Benchmarking Participants (n=181)</b>	<u>1.00</u>	33	<u>4.50</u>	33	<u>7.5%</u>	20	<u>33.8%</u>	23	<u>10.0%</u>	15	<u>30.0%</u>	9	<u>5.0%</u>	19	<u>3.8%</u>	7	<u>10.0%</u>	22	<u>10.0%</u>	12	<u>15.0%</u>	26	<u>15.0%</u>	33