

Major Gifts

Fiscal Year: 2017

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

| Summary | <u>Gifts Rec/Exp: Number of Major Gifts (outright gifts)</u> | <u>Gifts Rec/Exp: Total Value of Major Gifts (outright gifts) Received</u> | <u>Gifts Rec/Exp: Number of Major Gift Multi-Year Pledges and Letters of Intent Secured</u> | <u>Gifts Rec/Exp: Total Value of Major Gift Multi-Year Pledges and Letters of Intent Secured</u> | <u>Gifts Rec/Exp: Number of Major Gift Pledge Payments Received</u> | <u>Gifts Rec/Exp: Total Value of Major Gift Pledge Payments Received</u> | <u>Gifts Rec/Exp: Avg value of Major Gift Multi-Year Pledge/ Letter of Intent</u> | <u>Gifts Rec/Exp: Avg value of Major Gift Pledge Payment</u> | <u>Gifts Rec/Exp: Avg value of Major Gift (outright gift)</u> |
|---|--|--|---|--|---|--|---|--|---|
| Demonstration Hospital (Anytown, NY) | 150 | \$12,000,000 | 10 | \$2,500,000 | 10 | \$3,800,000 | \$250,000 | \$380,000 | \$80,000 |
| Mean (Average) | 65 | \$4,103,280 | 24 | \$4,360,500 | 156 | \$3,207,458 | \$168,106 | \$72,551 | \$55,873 |
| 90th Percentile | 143 | \$5,737,757 | 45 | \$11,338,210 | 166 | \$7,199,367 | \$472,058 | \$135,237 | \$100,000 |
| 75th Percentile | 65 | \$2,339,197 | 24 | \$2,616,900 | 72 | \$2,574,733 | \$198,378 | \$72,033 | \$52,182 |
| 50th Percentile (median) | 17 | \$511,892 | 9 | \$715,000 | 19 | \$627,578 | \$82,229 | \$32,392 | \$29,891 |
| 25th Percentile | 6 | \$145,000 | 2 | \$60,000 | 3 | \$92,429 | \$30,156 | \$11,943 | \$18,931 |
| 10th Percentile | 2 | \$51,200 | 0 | \$0 | 0 | \$0 | \$14,055 | \$4,054 | \$12,819 |
| Number of Organizations Reporting Valid Data | 96 | 95 | 95 | 95 | 95 | 95 | 78 | 80 | 90 |
| Total Number of Organizations in the Comparison Group | 181 | 181 | 181 | 181 | 181 | 181 | 181 | 181 | 181 |