

Scorecard Table

Fiscal Year: 2017

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

Summary	<u>Board Monitor: Cash ROI</u>	<u>Board Monitor: Production ROI</u>	<u>Board Monitor: Cost to raise a dollar (cash)</u>	<u>Board Monitor: Cost to raise a dollar (production)</u>	<u>Net fundraising revenue, production per Direct Staff FTE</u>	<u>Board Monitor: Net fundraising revenue, cash</u>	<u>Board Monitor: Net fundraising revenue, production</u>	<u>Board Monitor: Total Fundraising Expenses (excl non-FR admin exp)</u>	<u>Board Monitor: Total endowment (current market value)</u>
Demonstration Hospital (Anytown, NY)	\$3.44	\$3.24	\$0.29	\$0.31		\$29,730,700	\$27,323,700	\$12,171,300	\$150,000,000
Mean (Average)	\$5.16	\$5.67	\$0.34	\$0.39	\$1,083,995	\$18,006,853	\$21,578,969	\$4,206,547	\$83,958,676
90th Percentile	\$8.26	\$11.21	\$0.66	\$0.77	\$2,359,436	\$37,098,062	\$42,530,132	\$9,680,000	\$251,874,000
75th Percentile	\$5.28	\$5.69	\$0.39	\$0.41	\$1,275,545	\$13,263,365	\$15,816,210	\$4,164,356	\$62,278,331
50th Percentile (median)	\$3.80	\$4.04	\$0.26	\$0.25	\$700,450	\$3,973,562	\$4,937,565	\$1,549,984	\$16,410,073
25th Percentile	\$2.56	\$2.44	\$0.19	\$0.18	\$341,710	\$1,080,374	\$738,713	\$523,000	\$1,843,644
10th Percentile	\$1.51	\$1.31	\$0.12	\$0.09	\$62,600	\$164,428	\$83,383	\$300,000	\$0
Number of Organizations Reporting Valid Data	179	179	179	179	179	181	181	181	96
Total Number of Organizations in the Comparison Group	181	181	181	181	181	181	181	181	181