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## CASE Voluntary Support of Education (VSE) Survey, Higher Education

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Overview of Survey Changes in 2022

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## Overview

### CASE Global Reporting Standards

The 2022 fiscal year VSE survey was redesigned to align with the CASE Global Reporting Standards released in March 2021. The CASE Global Reporting Standards publication represents worldwide standards for reporting the outcomes of institutional fundraising. They are based on a new definition of educational philanthropy and contain guidance around gift counting, funds received, new funds committed, and donor control and influence. The publication is available for purchase in print and digital editions. Learn more on the [CASE Global Reporting Standards webpage](#).

### Survey Guidance

- This document is an overview of changes to the VSE survey in 2022. A complete, detailed guidance document and other resources for the new survey can be found on the CASE website's [VSE Survey Help page](#). A link to the guidance document is also included on the VSE survey menu when you are logged into the [survey data collection website](#).
- Contact the VSE staff if you have any questions: [vse@case.org](mailto:vse@case.org).

### Survey Organization Changes

Previously, there were three versions of the VSE survey: the full, the partial, and the minimal. Prior participating institutions have been assigned the new version of the survey that corresponds to the version that they completed in the past.

#### **Full/Partial Version**

The full and partial versions of the survey are now combined into one interface. For select questions, respondents have the option to provide either detailed data (equivalent to the full version) or totals (equivalent to the partial version).

**For example:** Respondents who wish to complete the full version of the survey can provide data for gifts for current operations, restricted, at the level of the restriction categories (academic divisions, faculty/staff compensation, student financial aid, etc.). Respondents who wish to complete the partial version can skip the rows for the individual restriction categories and enter only the total of all gifts for current operations, restricted.

#### **Minimal Version**

Previously, sections 3 & 4 were combined on the minimal version. Now, they are separated into section 3 (fundraising totals, required) and section 4a (additional details, required, which only has three questions).

Previously, minimal survey respondents did not see most of the optional survey questions that were on the full and partial versions. The minimal survey now includes section 4b (optional), giving respondents the opportunity to view those questions and answer some, none, or all of them, as desired.

## Required vs. Optional Sections

### Full/partial Version

Sections 2, 3a, 3b, 3c (auto totals), and 4a are required. Sections 1, 2b, and 4b are optional.

### Minimal Version

Sections 2, 3, and 4a are required. Sections 1, 2b, and 4b are optional.

## Section 1: New Funds Committed (All Versions)

Optional in 2022 but may be required in the future

New Funds Committed replaces the former Section 1: Pledges and Testamentary Commitments. There are several changes in how and what to count.

- **New Pledges:** Only count the first five years of multi-year pledges. In five years, you can count the subsequent five years on the survey, and so forth.
- **New Funds Received that Were Not Pledged in a Previous Year:** Count here outright gifts from living individuals that were not previously pledged; realized bequests that were not previously documented; and newly established irrevocable deferred gifts (charitable gift annuities, charitable remainder trusts, pooled income funds, and remainder interest in property) at face value. These gifts also get counted in Funds Received.
- **New Revocable Bequest Intentions:** If you can value a bequest intention, you can count it here. You must have a formal commitment from the donor. The donor must be 65 years old or older at some point during the reporting fiscal year.

	<b>A.</b> <u>Number of Donors</u>	<b>B.</b> Value of Commitments
<u>1. New Pledges</u>	<input type="text"/>	<input type="text"/>
<u>2. New Funds Received that Were Not Pledged in a Previous Year</u>	<input type="text"/>	<input type="text"/>
<u>3. New Revocable Bequest Intentions</u>	<input type="text"/>	<input type="text"/>
4. Total New Funds Committed Without Bequests		<input type="text"/>
5. Total New Funds Committed Including Bequests		<input type="text"/>

## Section 2: Enrollment, Endowment, Expenditures, Characteristics (All Versions)

### Required

This section is largely unchanged from the former survey except that there are two new questions about the nature of the institution.

### Enrollment, Endowment, Expenditures

	FY2021	FY2022
<u>1. Enrollment - total</u>	<input type="text" value="--"/>	<input type="text"/>
<u>2. Enrollment - full-time equivalent</u>	<input type="text" value="--"/>	<input type="text"/>
<u>3. Endowment market value \$</u>	<input type="text" value="--"/>	<input type="text"/>
<u>4. Expenditures \$</u>	<input type="text" value="--"/>	<input type="text"/>

### Characteristics (NEW)

Are hospital or medical facility data included in your survey?

Choose

In what decade did your institution first employ full-time development/fundraising staff?

Choose

## Section 2b: Advancement Investment (All Versions)

### Optional

If you wish, you may skip Question A but answer Question B. Previously, you were required to provide both expenditures and staff FTEs if you were completing Section 2b.

#### A. Expenditures

- Previously only exempt staff were counted. Now, all paid staff who receive W-2s are counted.
- The **Communications and Marketing** column has been removed. Previously, university-wide communications and marketing were counted. Now, count only development/fundraising or alumni relations marketing and communications, in their respective columns.
- Do not leave any cell blank in Question A if you opt to complete it. Only row 4 is allowed have values of zero in it.
- You may skip Question A entirely but answer other questions in Section 2b.

	<u>A. Development/ Fundraising</u>	<u>B. Alumni Relations /Affairs</u>	<u>C. Advancement Services</u>	<u>D. Advancement Management</u>	<u>E. Total Expenditures</u>
<u>1. Salaries</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<u>2. Benefits</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<u>3. Current Operations Expenditures</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<u>4. Capital Expenditures</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<u>5. Total Expenditures</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

#### B. Advancement Staff FTEs

- Previously only exempt staff were counted. Now, all paid staff who receive W-2s are counted.
- Count only communications and marketing staff working directly for development/fundraising or alumni relations here.

	<u>A. Development/ Fundraising</u>	<u>B. Alumni Relations/Affairs</u>	<u>C. Advancement Services</u>	<u>D. Advancement Management</u>	<u>E. Total Staff</u>
<u>1. Staff FTEs</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

### C. Student Workers (NEW)

- In Row 1 below, record how much such workers were paid in the reporting period.
- In Row 2, record the number of hours students worked in total for each function. This is not an FTE count. Rather, it is a count of student work hours. One student working 40 hours is recorded as 40. Ten students working 4 hours each is also recorded as 40 student-work hours.
- Payments to student workers should also be counted in Question A, Row 3, either under development/fundraising or alumni relations.

	<b>A. Development/ Fundraising</b>	<b>B. Alumni Relations/Affairs</b>	<b>C. Total</b>
<u>1. Student Worker \$</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<u>2. Student Worker Hours</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>

### D. Comprehensive Campaign

- This question is now a dropdown Yes/No selection instead of a check box. Indicate if you are in a comprehensive campaign (silent or public phase).
- Institutions that would like to provide more information about campaigns are encouraged to participate in the CASE-Marts&Lundy CampaignSource survey. [Learn more.](#)

Is your institution in the silent or public phase of a comprehensive campaign?

Choose

## Section 3a: Current Operations (Full/Partial Version)

### Required

#### Source Categories

- **New:** Nonalumni Individuals – Parents + Other Individuals
- **New:** Donor-Advised Funds – DAFs now have their own category. They are no longer counted under Other Organizations.
- **New Definition:** Religious Organizations and Fundraising Consortia are now counted under Other Organizations rather than separately.

#### Purpose Categories

Purpose categories have been adapted to *CASE Global Reporting Standards, 4.2.2, Fund Designations/Restricted*.

- **New:** Student Affairs/Life
- **New Definition:** The following categories that previously had their own rows are now counted under **Other Restricted**: Public Service & Extension, Library, Operation & Maintenance of Physical Plant.

		New			New	New Definition	
	A. Alumni	B. Nonalumni Individuals	C. Foundations	D. Corporations	E. Donor-Advised Funds	F. Other Organizations	G. Total
1. Unrestricted							
<b>Restricted</b>							
2. Academic Divisions							
3. Faculty/Staff Compensation							
4. Research							
5. Student Financial Aid							
6. Student Affairs/Life							
7. Athletics							
8. Other Restricted							
9a. Enter Total Current Ops/Restricted here if you do not have the details requested in 2-8.							
9b. Total Restricted							
10. Total Outright for Curr. Ops. (1+8)							

## Section 3b: Capital Purposes (Full/Partial Version)

### Required

#### A. Outright Gifts for Capital Purposes

##### Source Categories

- **New:** Nonalumni Individuals – Parents + Other Individuals
- **New:** Donor-Advised Funds – DAFs now have their own category. They are no longer counted under Other Organizations.
- **New Definition:** Religious Organizations and Fundraising Consortia are now counted under Other Organizations rather than separately.

##### Purpose Categories

- Purpose categories have not changed.

**NB:** In the Standards, Loan Funds are added to Endowment. In the Core Metrics survey, they were part of All Other Capital purposes, along with Property, Buildings, and Equipment. Keeping them separate here allows them to be allocated either way.

	New				New	New definition	
	A. Alumni	B. Nonalumni Individuals	C. Foundations	D. Corporations	E. Donor-Advised Funds	F. Other Organizations	G. Total
1. Property, Buildings, and Equipment							
2. Endowment: Income Unrestricted							
3. Endowment: Income Restricted							
4. Loan Funds							
5. Total							

#### B. Newly Established Irrevocable Deferred Gifts

- Formerly section 3c.
- These gifts were previously counted in their own section. Since they are de facto capital-purpose gifts (essentially to endowment), they are being included in section 3b with other capital-purpose/infrastructure gifts.

- Count only newly established **irrevocable** Charitable Gift Annuities, Charitable Remainder Trusts, Pooled Income Funds, and Remainder Interest in Property

**Source Categories**

- New:** Nonalumni Individuals = Parents + Other Individuals

**Purpose Categories:**

- Newly Established Irrevocable Deferred Gifts are no longer broken out into purpose categories. Report total newly established irrevocable deferred gifts at their face value and IRS tax deduction amount by source.

**NB:** The minimal version does not ask for the tax deduction amounts. Survey guidance now specifies that respondents report the tax deduction donors were allowed for their deferred gifts. That is more specific than previous label “Present Value.” There are many ways to calculate present value, and one could argue that the IRS tax deduction is not even one of those. It was chosen because it is defined in a single way and is a value that can be uniformly calculated.

**New**

	<b>A.</b> Alumni (Face Value)	<b>B.</b> Alumni (IRS Tax Deduction)	<b>C.</b> Nonalumni Ind. (Face Value)	<b>D.</b> Nonalumni Ind. (IRS Tax Deduction)	<b>E.</b> Total Face Value	<b>F.</b> Total IRS Tax Deduction
1. New Irrevocable Deferred Gifts	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

**C. Total number of newly established irrevocable deferred gifts**

- Previously Section 4a/Question F.
- Total number of newly established irrevocable deferred gifts reported in section B above.

	Number of Gifts
1. Number of Irrevocable Deferred Gifts Reported Above	<input type="text"/>

## Section 3c: Gift Income Summary (Full/Partial Version)

### Required

As before, this section auto totals. No data entry or coding is needed here.

Respondents must open and save this section. Be sure to re-save the section after making any changes to sections 3a or 3b.

Check here, and save this section.

	<b>A.</b> Alumni	<b>B.</b> Nonalumni Individuals	<b>C.</b> Foundations	<b>D.</b> Corporations	<b>E.</b> Donor- Advised Funds	<b>F.</b> Other Organizations	<b>G.</b> Total
1. Total Outright for Current Operations	---	---	---	---	---	---	---
2. Total Outright for Capital Purposes	---	---	---	---	---	---	---
3. Total Face Value of CRUTs, etc.	---	---					---
4. Official Grand Total	---	---	---	---	---	---	---
5. Tax Deduction for New CRUTs, etc.	---	---					---
6. Alternate Grand Total Using Tax Deduction	---	---					---

## Section 3: Fundraising Totals (Minimal Version)

### Required

#### A. Total Support by Type of Donor

- **New:** Nonalumni Individuals – Parents + Other Individuals
- **New:** Donor-Advised Funds – DAFs now have their own category. They are no longer counted under Other Organizations.
- **New Definition:** Religious Organizations and Fundraising Consortia are now counted under Other Organizations rather than separately.

#### A. Total Support by Type of Donor

	Total
<u>1. Alumni</u>	<input type="text"/>
<u>2. Nonalumni Individuals</u>	<input type="text"/>
<u>3. Foundations</u>	<input type="text"/>
<u>4. Corporations</u>	<input type="text"/>
<u>5. Donor-Advised Funds</u>	<input type="text"/>
<u>6. Other Organizations</u>	<input type="text"/>
<b>Grand Total</b>	<input type="text"/>

## B. Total Support by Purpose

- Irrevocable deferred gifts are now valued at their **face value**. Minimal survey respondents are not asked to also provide a tax-deduction value.

<u>1. Current Operations, Unrestricted</u>	<input type="text"/>
<u>2. Current Operations, Restricted</u>	<input type="text"/>
<u>3. Current Operations Total</u>	<input type="text"/>
<u>4. Gifts to Endowment, Income Unrestricted</u>	<input type="text"/>
<u>5. Gifts to Endowment, Income Restricted</u>	<input type="text"/>
<u>6. Property, Buildings, Equipment</u>	<input type="text"/>
<u>7. Loan Funds (If Any)</u>	<input type="text"/>
<u>8. Outright to Capital Purposes</u>	<input type="text"/>
<u>9. New CRTs, CGAs, Pooled-Income Funds (Full Face Value)</u>	<input type="text"/>
<b>Grand Total</b>	<input type="text"/>

C. How many gifts are reported on row 9 above? Enter zero if dollar amount is zero.

## Section 4a: Additional Details (All Versions)

### Required

Previously, section 4a contained detailed questions about gifts from individuals, and section 4b contained detailed questions about gifts from organizations, plus some other questions that were hybrid. Within each section, some questions were required, and some were optional.

In 2022, the only three required questions appear in section 4a, making it easy for respondents to see what few remaining questions are needed to complete the survey once required sections 2 and 3 are done.

Then, [section 4b](#), provides the full menu of optional questions. The optional questions are now available for the first time to respondents who chose the minimal version of the survey. Respondents can choose to complete some, none, or all of the optional questions in section 4b.

### A. Contributions from Alumni

- **New: Legally Contactable Alumni** – This replaces the Alumni Number of Record. Count individuals who are not marked as deceased, for whom the institution has a means of contact (postal address, email address, or phone number). If the person opted out of ALL communications by any method or the university opted the alumnus/a out, you should eliminate him or her from the number of contactable alumni.
- **NB:** This aligns with “Legally Contactable Alumni” on CASE’s [Alumni Engagement Metrics \(AEM\) survey](#), and it will automatically populate into that survey.
- **New: Number Hard-Credit Donors** – Previously, certain soft-credit donors were included here (e.g., spouses or legal partners of hard-credit donors). Count only hard-credited donors here. Soft-credited donors can be counted section 4b.

	<b>A.</b> <u>Legally Contactable Alumni</u>	<b>B.</b> <u>Number Solicited</u>	<b>C.</b> <u>Number Hard-Credit Donors</u>
1. Total	<input type="text"/>	<input type="text"/>	<input type="text"/>

## B. Realized Bequests

- Previously Section 4a/Question C/Row 3.
- A breakout by capital purposes and current operations is no longer required in this question.

	<b>A.</b> <u>No. of Donors</u>	<b>B.</b> <u>Amount \$</u>
1. Total Bequests Received		

## C. Largest Donor Totals

- Rows 1 and 2 were previously in Section 4a/Question D, and Rows 4 and 5 were previously in section 4b/Questions B and D, respectively.
- **New:** Donor-Advised Funds – DAFs now have their own category. They are no longer counted under Other Organizations, and they have been added to the largest gift totals.

	<b>A.</b> <u>Largest Donor</u>	<b>B.</b> <u>Second Largest Donor</u>	<b>C.</b> <u>Third Largest Donor</u>	<b>D.</b> <u>Total</u>
1. <u>Living Individuals</u>				
2. <u>Bequests</u>				
<b>New</b> 3. <u>Donor-Advised Funds</u>				
4. <u>Foundations</u>				
5. <u>Corporations</u>				
6. <u>Totals</u>				

## Section 4b: Additional Details (All Versions)

### Optional – Answer all, some, or none

This section appears on all versions of the survey. Some of the questions were on the previous survey and were optional there. Some questions are new in 2022. Respondents can answer any of the questions or skip the section entirely.

Respondents can also choose to complete some columns in a question, but not all. For example, in question A, you may choose to complete the columns for hard-credit alumni donors and dollars while skipping additional soft-credit donors and dollars. **If you choose to enter data into a column, you must fully complete the entire column.** Enter zeros where applicable. Do not leave cells blank unless you are skipping an entire column.

### A. Contributions from Alumni

- Formerly section 4a / 1 / Question A (1a-1e)
- The survey no longer prompts for details for contributions from alumni for current operations only – formerly Question B (1a-1e)
- This question allows for a more detailed breakdown by degree than the question on the previous version of the survey.
  - If you cannot provide details, enter totals only in row 9. The cells above will gray out. Row 10 will auto total.
  - If you can provide details, complete rows 1-5, 7 & 8. Row 9 will gray out. Rows 6 and 10 will auto total.
  - You may opt to complete only some of the columns in this question, but if you do, you must fully complete those columns. Enter zeros where the count or amount is zero. Do not leave cells blank unless you are completely skipping the column. Do not use zero to indicate not answering.
- Note that columns C and D are hard credit only. Previously, some soft credit was counted (e.g., spouses or legal partners of hard-credited donors). Now, count only the hard-credited individual donors and dollars in columns C and D. Soft-credited individuals can be counted in columns E and F. Person or persons who receive soft credit as a donor also get soft credit for the full dollar amount of the gift.
- Row 10, Column A (Total Legally Contactable Alumni,) Column B (Number of Alumni Solicited), and Column C (Hard-Credit Alumni Donors) must match the entries in section 4a/question A. The values from section 4a/question 1 are piped in below the question grid for reference.
- See below for column and row definitions.

More detailed categories	New, instead of No. of Record		Hard-credit only		New columns	
	A. No. Legally Contactable Alumni	B. No. Solicited	C. No. Hard-Credit Donors	D. Hard-Credit Dollars	E. No. Additional Soft-Credit Donors	F. Additional Soft-Credit Dollars
1. Multiple-Degreed	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
2. 4-Year Undergraduate Degreed	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
3. Associate*s Degreed	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
4. Graduate Degreed	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
5. Certificate or Award	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
6. Total Degreed Alumni	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
7. Non-Degreed	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
8. Other	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
9. If you cannot provide details above, enter totals only on this line.	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
10. Total	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

**10A, 10B, & 10C must match values reported in section 4a.**

**Values Piped in from Section 4a for Validation in 10A, 10B, & 10C**

Number of Legally Contactable Alumni in cell A10 must equal Number of Legally Contactable Alumni in Section 4a, shown here:

Number of Alumni Solicited in cell B10 must equal Number of Alumni Solicited in Section 4a, shown here:

Number of Alumni Donors in cell C10 must equal Number of Alumni Donors in Section 4a, shown here:

## Column Definitions

- A. Number of Legally Contactable Alumni:** This replaces the Alumni Number of Record. See further explanation under section [4a, A. Contributions from Alumni](#). An individual who is not marked as deceased, for whom you have a means of contact, and who does not have a total “no contact” status (for any purpose or by any means). Another way to interpret this definition is that there is nothing that restricts you from legally contacting this person because a) you have at least one of the three means of contact, b) the person is not marked as “opted-out, and/or c) the institution would be compliant with applicable law should it contact the individual. The total in column A must match the same figure reported in section 4a.
- B. Number Solicited:** Number of individuals in the given category who were contacted in some formal manner (mail, phone call, visit, etc.) during the reporting year. There is no change to the definition, but more detail is possible here. The total in Column B must match the same figure reported in section 4a.
- C. Number of Hard-Credit Donors:** This is the same as in the previous survey Section 4a, Question 1, except that here, the respondent can provide much more detail. Or, the respondent can just fill in row 9, which will gray out the rows above; that would match previous years’ 4a/Question 1 # of donors.
- D. Hard-Credit Dollars:** This is the same as Section 3C, Cell A4 (Full/Partial) or section 3, Cell A1 (Minimal). More detail can be provided here, though. If filling in only row 9, then the numbers should match.
- E. Additional Soft-Credit Donors:** Additional numbers of alumni who received soft credit for a gift from another donor type, such as a Donor-Advised Fund, Corporation, or Foundation. If someone gave both hard- and soft-credit gifts, count the person only in hard credit.
- F. Additional Soft-Credit Dollars:** Additional gifts for which alumni received soft credit.

## Row Definitions

- 1. Multiple Degreed:** This is entirely new to the survey.  
Individuals who hold more than one associate’s, diploma, undergraduate, other postgraduate degree, certificate, fellowship, or residency specific to your institution. Count any individual who meets the criteria of more than one category as Multiple Degreed.
- 2. 4-Year Undergraduate Degreed:** This is new to the survey.  
Individuals who hold a 4-year undergraduate degree. Individuals who earned an Associate's degree are counted in row 3 but are not counted here. If someone earned more than one degree from your institution, count the person as Multiple Degreed.
- 3. Associate’s Degreed:** This is new to the survey.  
Individuals who hold a 2-year undergraduate degree only. If someone earned more than one degree from your institution, count the person as Multiple Degreed.

**4. Graduate-Degreed:** Definition unchanged.

Individuals who hold one or more graduate degrees, but no other type of degree or certificate. If someone earned more than one degree from your institution, count the person as Multiple Degreed.

**5. Certificate or Award:** This is new to the survey.

Individuals who received an award or credential and who are not counted in any of the preceding categories.

**6. Total Degreed Alumni** is an auto total field.

**7. Non-Degreed Alumni:** Definition unchanged.

Individuals who completed at least one semester or at least one degree-credit course with passing grades, but who are not counted in any of the preceding categories

**8. Other:** This is new to the survey.

Include honorary graduates who have no other degrees from the institution, post-docs, or any other individuals your institution considers alumni but who are not counted in a preceding category.

**9.** If you cannot provide detail by degree status, skip the rows above and enter only totals here.

**10. Total:** This row auto totals (from rows 6+7+8 if you provided details; row 9 if you did not).

## B. Nonalumni Individual Giving Details

- Formerly section 4a / 1 / Question A (2-5)
- Details for contributions from nonalumni individuals for current operations only – formerly Question B (2-5) – are no longer part of the survey.
- **There is no hierarchy in this question.** One individual may have a variety of roles at the institution. For example, someone could be a student, faculty, and a board member, and would be counted in each of the applicable rows. If a person is also an alumnus/alumna, count him or her in question A, as well. The objective of this is to allow institutions to record participation among constituencies without omitting someone due to the hierarchy in the standards.
- This question allows for more detailed nonalumni individual categories than previously – **Trustees/Board of Directors** and **Public Institution Foundation Board Members**. Count only those who were active at any time during the reporting year. Do not count trustees emeriti, honorary trustees, or any other person who did not serve as an active trustee during the reporting fiscal year.
- Columns C and F auto-total.
- [Column definitions](#) are the same as above for section 4b / question A.

	Hard credit only	New		Hard credit only	New	
	A. Hard-Credit Donor Count	B. Additional Soft-Credit Donors	C. Total Donor Count	D. Hard-Credit Dollars	E. Additional Soft-Credit Dollars	F. Total Dollars
1. Parents	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
2. Faculty/Staff	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
3. Students	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
4. Other Individuals (Not in Other Categories Above)	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
New 5. Trustees/Board of Directors	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
6. Public Institution Foundation Board Members	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

### Row Definitions

- Parents:** This is the same definition as in the previous survey, except that, if someone is also an alumnus/a, you still count the person here as a parent.
- Faculty/Staff.** This is the same definition as in the previous survey, except that, if someone is also a parent and/or an alumnus/a, you still count the person here as faculty/staff
- Students:** This is the same definition as in the previous survey, except that, if someone is also faculty/staff, a parent, and/or an alumnus/a, you still count the person here as a student.
- Other Individuals:** This definition has not changed. It includes anyone not counted as alumni, parents, students, or faculty/staff.
- Trustees/Board of Directors:** Previously Section 4a/Question E. Below is clarifying language.  
If someone was a trustee at any time during the reporting year, count the person as a trustee. Do not count trustees emeriti, honorary trustees, or any other person who did not serve as an active trustee this fiscal year.  
Public institutions should put governing boards here. Foundation boards are covered on row 6.
- Public Institution Board Members:** This is new to the survey at the request of some public universities.

### C. Giving by Alumni Graduation Cohort (NEW)

Report unduplicated counts of legally contactable degreed alumni by graduation cohort. In Row 8, include all non-degreed alumni—former students and honorary alumni who did not receive a diploma, degree, award, or certificate—regardless of year(s) of attendance.

In Columns B & C, count both hard- and soft-credit contributions.

Count individuals who received multiple credentials from the institution (an undergraduate degree and subsequent professional degree) based on when the first credential was awarded.

	<b>A.</b> No. Legally Contactable Alumni	<b>B.</b> No. Donors (Hard & Soft Credit)	<b>C.</b> Dollars (Hard & Soft Credit)
1. 0-5 Years Out	<input type="text"/>	<input type="text"/>	<input type="text"/>
2. 6-10 Years Out	<input type="text"/>	<input type="text"/>	<input type="text"/>
3. 11-20 Years Out	<input type="text"/>	<input type="text"/>	<input type="text"/>
4. 21-30 Years Out	<input type="text"/>	<input type="text"/>	<input type="text"/>
5. 31-40 Years Out	<input type="text"/>	<input type="text"/>	<input type="text"/>
6. 41-50 Years Out	<input type="text"/>	<input type="text"/>	<input type="text"/>
7. 51+ Years Out	<input type="text"/>	<input type="text"/>	<input type="text"/>
8. <u>Other Alumni--Non Degree/Diploma Holders</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<b>9. Total</b>	<input type="text"/>	<input type="text"/>	<input type="text"/>

## D1. Gift Bands Funds Received (NEW)

Report the value of funds received in the reporting year, based on hard/legal credit. Values of funds received should be counted in gift band corresponding to the donor's total contributions in the reporting year. If one donor made several gifts, add the amounts together to determine the donor's gift band. Credit realized bequests to the decedent, either under alumni or nonalumni.

	A. Alumni \$	B. Nonalumni Individuals \$	C. Foundations \$	D. Corporations \$	E. Donor-Advised Funds \$	F. All Other Orgs. \$	G. Total \$
1. \$25,000,000+	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
2. \$10,000,000-\$24,999,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
3. \$5,000,000-\$9,999,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
4. \$1,000,000-\$4,999,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
5. \$250,000-\$999,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
6. \$100,000-\$249,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
7. \$50,000-\$99,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
8. \$25,000-\$49,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
9. \$10,000-\$24,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
10. \$5,000-\$9,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
11. \$2,500-\$4,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
12. \$1,000-\$2,499	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
13. \$500- \$999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
14. \$100-\$499	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
15. Under \$100	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<b>16. Total</b>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

## D2. Gift Bands Number of Donors (NEW)

Submit unduplicated counts of donors based on hard/legal credit. Count donors within the gift band corresponding to the total value of funds received from them by the institution in the reporting year. Credit realized bequests to the decedent, either under alumni or nonalumni.

	A. Alumni No. Donors	B. Nonalumni Individuals No. Donors	C. Foundations No. Donors	D. Corporations No. Donors	E. Donor-Advised Funds No. Donors	F. All Other Orgs No. Donors	G. Total No. Donors
1. \$25,000,000+	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
2. \$10,000,000-\$24,999,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
3. \$5,000,000-\$9,999,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
4. \$1,000,000-\$4,999,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
5. \$250,000-\$999,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
6. \$100,000-\$249,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
7. \$50,000-\$99,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
8. \$25,000-\$49,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
9. \$10,000-\$24,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
10. \$5,000-\$9,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
11. \$2,500-\$4,999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
12. \$1,000-\$2,499	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
13. \$500- \$999	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
14. \$100-\$499	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
15. Under \$100	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
16. <b>Total</b>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

The remainder of section 4b includes the following legacy questions. Any questions from the previous survey not shown have been retired. Some of the guidance has been updated, not because the definitions changed, but, rather, to address some commonly asked questions from respondents.

Most legacy questions that were retained have not changed; however, Questions I and J have modifications as noted under each.

- In Question I, the purposes of gifts to endowment, income restricted, match the definitions in section 3A, gifts to current operations, restricted.
- In Question J, the only change is in how newly established irrevocable deferred gifts are valued. It should result in a minor change in value, if any, in that question.

### E. Real Property Giving

Formerly section 4a, question G. No change.

	<b>A.</b> <u>No. Transactions</u>	<b>B.</b> Amount \$
<u>1. Securities</u>	<input type="text"/>	<input type="text"/>
<u>2. Real estate</u>	<input type="text"/>	<input type="text"/>
<u>3. Other real property</u>	<input type="text"/>	<input type="text"/>
4. Enter Totals here <b>ONLY</b> if you have left lines 1-3 above blank	<input type="text"/>	<input type="text"/>
<b>5. Total Real Property</b>	<input type="text"/>	<input type="text"/>

## F. Types of Foundations

Formerly Section 4b / Question A. No change.

	<b>A.</b> No. of Donors	<b>B.</b> Amount \$
<u>1. Personal and Family</u>	<input type="text"/>	<input type="text"/>
<u>2. Other Foundations</u>	<input type="text"/>	<input type="text"/>
<b>3. Total</b>	<input type="text"/>	<input type="text"/>

## G. Corporations: Forms of Giving

Formerly Section 4b / Questions C1 (no. of gifts & amount) & C2 (corporate matching gifts). No change other than that the two questions have been combined here.

	<b>A.</b> No. of Gifts/Transactions	<b>B.</b> Amount \$	<b>C.</b> No. Additional Soft-Credit Matching Gift Transactions	<b>D.</b> Additional Soft-Credit Matching Gift Dollars
<u>1. Cash and Securities (excluding matching gifts)</u>	<input type="text"/>	<input type="text"/>		
<u>2. Company Products</u>	<input type="text"/>	<input type="text"/>		
<u>3. Other Company Property</u>	<input type="text"/>	<input type="text"/>		
<u>4. Matching gifts</u>	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
<b>5. Total</b>	<input type="text"/>	<input type="text"/>		

## H. Software Licenses

Formerly Section 4b / Questions C3. No change.

	A. No. Contributing Companies	B. Value of Software
1. Software	<input type="text"/>	<input type="text"/>

## I. Purposes of Gifts to Endowment with Income Restricted

- Formerly Section 4b / 3 / Question A
- Categories in Question I (Purposes of Gifts to Endowment with Income Restricted) have been modified as follows:
  - **New:** Student Affairs/Life
  - **New Definition:** The following categories that previously had their own rows are now counted under **Other Restricted:** Public Service & Extension, Library, Operation & Maintenance of Physical Plant.
- Count any newly established irrevocable deferred gifts at **face value** beginning in 2022.
- The total in row 8 must equal:
  - Full/Partial Survey: Section 3b, Question A, cell G3 (Total Endowment: Income Restricted) + Question B, cell E1 (Total New Irrevocable Deferred Gifts at Face Value)
  - Minimal Survey: Section 3, Question B, row 5 (Gifts to Endowment, Income Restricted) + row 9 (New CRTs, CGAs, Pooled-Income Funds at Face Value)

	A. Amount \$
<u>1. Academic Divisions</u>	<input type="text"/>
<u>2. Faculty/Staff Comp</u>	<input type="text"/>
<u>3. Research</u>	<input type="text"/>
<u>4. Student Financial Aid</u>	<input type="text"/>
<b>New</b> <u>5. Student Affairs/Life</u>	<input type="text"/>
<u>6. Athletics</u>	<input type="text"/>
<b>New definition</b> <u>7. Other</u>	<input type="text"/>
<b>8. Total</b>	<input type="text"/>

## J. Support of Intercollegiate (Extramural) Athletics

- Formerly Section 4b / 3 / Question B. Count newly established irrevocable deferred gifts at **face value** beginning in 2022.

	<b>A.</b> No. of Donors	<b>B.</b> Amount \$
1. Restricted to current operations	<input type="text"/>	<input type="text"/>
2. Restricted to capital purposes	<input type="text"/>	<input type="text"/>
<b>3. Total</b>	<input type="text"/>	<input type="text"/>