

CASE Europe
3rd Floor Paxton House
30 Artillery Lane
London E1 7LS United Kingdom
+44 (0) 20 7448 9940

	FY 2015 Fundraising in International Schools: 2015 CASE Benchman	king Survey		
Q.no.	Question text	Question	Question choices	Help text
Α	About you and your institution			
A-1	What is your name?	Text		
A-2	What is your job title?	Text		
A-3	What is your email address?	Text		
A-4	What is the full legal name of your institution?	Text		
A-5	In what year was your institution founded?	Text		Please enter a 4 digit year (e.g. 1994).
A-6	In which country is your institution located?	Text		
A-7	Is your school public (funded with government money) or private?	Multiple Choice	[Public,Private]	
A-8	Is your school a proprietary school or a not for profit school?	Multiple Choice	[Proprietory,Not for profit]	
A-9	Which of the following grades / age groups does your school cater to?	Multiple Choice	[Pre K to Grade 5 / Early childhood / Grade school / Age 4 to 10,Grade 6 to 8 / Middle school / Age 11 to 14,Grade 9 to 12 / High school / Age 15 to 18]	
A-10	What database do you use?	Multiple Choice	[Blackbaud CRM,Raiser's Edge without Net Community,Raiser's Edge with Net Community,Access Group (ThankQ),APT Stratum,Ellucian,Database developed in house,Tribal,IRIS,Sage ACT,MIRA,Advanced Computer Software.MS Access.MS Excel.Other1	
В	About your students			

B-1	How many students do you have?	Number	Please do not round the number and do not include commas or decimals.
B-2	What is the minimum age of entry at your institution?	Number	
B-3	What is the maximum age of exit at your institution?	Number	
B-4	What percentage of your students are citizens of the country where you are located?	Percent	Please respond using only whole numbers and do not include commas, decimals, text, or percent signs.
B-5	What percentage of your students are boarders?	Number	
B-6	Which nationality makes up the HIGHEST percentage of your current student body?	Text	
B-7	What is the percentage of the nationality with the highest representation in your current student body?	Percent	Please respond using only whole numbers and do not include commas, decimals, text, or percent signs.
B-8	What nationality makes up the SECOND HIGHEST percentage of your current student body?	Text	
B-9	What is the percentage of the nationality with the second highest representation in your current student body?	Number	
B-10	How many different nationalities are represented in your current student body?	Number	
B-11	What is the average turnover rate for students at your institution?	Number	This is the percentage of students that leave every year. Please exclude final year students in your calculations.
С	About your parents		

C-1	How many living and contactable parents of CURRENTLY ENROLLED students do you have in your database?	Number	This question refers to parents of current students only. Please respond using only whole numbers and do not include commas, decimals or text.  This question refers only
C-2	How many living and contactable parents of ALUMNI do you have in your database?	Number	This question refers only to the parents of former students (alumni of your institution). Please respond using only whole numbers and do not include commas, decimals or text.
C-3	How many living and contactable parents of CURRENT STUDENTS and who are also parents of ALUMNI do you have in your database?	Number	These are parents whose children have studied at your institution in the past and who also have children currently studying at your institution. This is NOT a total of C1 and C2.
C-4	Of all your living and contactable parents (total of C1 plus C2 minus C3 above), how many did your school communicate with by any means (via mail, electronically or by text or telephone) and for any purpose last year?	Number	Please respond based upon your last completed budget year. Please respond using only whole numbers and do not include commas, decimals or text.
C-5	Of all of your living and contactable parents, how many did your school communicate with by any means (via mail, electronically or by text or telephone) SPECIFICALLY ABOUT FUNDRAISING last year ?	Number	Please respond based upon your last completed budget year. Please respond using only whole numbers and do not include commas, decimals or text.

C-6	How many donations from parents of currently enrolled students did your institution receive last year?	Number	Please respond based upon your last completed budget year. Please respond using only whole numbers and do not include commas, decimals or text.
C-7	How many donations did your institution receive from parents of alumni last year?	Number	or text. Please respond based upon your last completed budget year. Please respond using only whole numbers and do not include commas, decimals or text.
C-8	How many donations did your institution receive from parents of current students who are also parents of an alumni, last year?	Number	These are parents whose children have studied at your institution in the past and who also have children currently studying at your institution. This is NOT a total of C6 and C7.
C-9	What percentage of your parents are expatriates?	Percent	Please respond using only whole numbers and do not include commas, decimals, text, or percent signs. Expatriates are individuals who are not citizens of the host country i.e. the country the school is located in
D	About your alumni		

D-1	How many living and contactable alumni (former students who attended or graduated from your school) do you have in your database?	Number		Please include only former students who attended or graduated from your school. Please respond using only whole numbers and do not include commas, decimals or text.
D-2	How many of these living and contactable alumni received communications by any means (via mail, electronically or by text or telephone) and for any purpose from your institution last year?	Number		Please include only former students who attended or graduated from your school. Respond using only whole numbers and do not include commas, decimals or text.
D-3	How many of these living and contactable alumni donated to your institution last year?	Number		Please respond using only whole numbers and do not include commas, decimals or text.
D-4	Do you have an online presence that allows alumni to network?	Multiple Choice	[Yes,No]	The online presence could be a portal owned / developed by the institution specifically for its alumni. A Facebook group of the institution does not count as 'online presence' for the purpose of this question.
D-5	In a year, how many of your living and contactable alumni use your online presence to network?	Number		Please respond using only whole numbers and do not include commas, decimals or text.

D-6	How many of your living and contactable alumni are you in touch with through social networks?	Number	Please respond using only whole numbers and do not include commas, decimals or text.
D-7	How many alumni chapters/offices/branches do you have worldwide?	Number	Please include any geographical or interest-based subgroup that is running or holding at least one activity per year.
E	About your faculty and staff		
E-1	How many full-time teaching faculty do you have?	Number	Please respond using only whole numbers and do not include commas, decimals or text.
E-2	How many part-time and adjunct teaching faculty do you have?	Number	Please respond using only whole numbers and do not include commas, decimals or text.
E-3	How many full-time non-teaching staff do you have?	Number	
E-4	How many part-time non-teaching staff do you have?	Number	
E-5	How many donations did you receive last year from all of your faculty and staff?	Number	Please respond using only whole numbers and do not include commas, decimals or text.
E-6	How many retired faculty and staff of all kinds do you have on record?	Number	
E-7	How many donations did you receive last year from your retired faculty and staff?	Number	Please respond using only whole numbers and do not include commas, decimals or text.
E-8	What percent of time does your principal/head of school spend on fundraising/development?	Percent	Please respond using only whole numbers and do not include commas, decimals, text, or percent signs.

E-9	What is the average faculty and staff turnover at your institution?	Number		This is the percentage of faculty and staff that leave each year. Please use this formula: Number of faculty and staff who left divided by average number of faculty and staff. Average number of faculty and staff at the start of a period + number of faculty and staff at the end of a period) divided by 2
F	Ah autusur zaraman sa			
F-1	About your governance  Do you have a governing Board of Directors/Trustees/Regents?	Multiple Choice	[Yes,No]	
F-2	How many total seats are there on this Board (include both voting and non-voting)?	Number		
F-3	How many voting seats are there on your governing board?	Number		
F-4	How many non-voting seats are there on your governing board?	Number		
F-5	How many total seats are held by your institution's staff?	Number		Include both voting and non-voting seats.
F-6	How many of the seats held by your institution's staff are non-voting seats?	Number		
F-7	How many total seats are held by former students?	Number		Include both voting and non-voting seats.
F-8	How many total seats are held by parents of current students?	Number		Include both voting and non-voting seats.
F-9	How many total seats are held by parents of former students?	Number		Include both voting and non-voting seats.
F-10	How many total seats are held by corporate representatives with no family ties to students?	Number		Include both voting and non-voting seats.

F-11	How many voting seats are held by a representative of an embassy or the local government?	Number		
F-12	How many non-voting seats are held by a representative of an embassy or the local government?	Number		
F-13	How many of your Board members made a donation to the institution last year?	Number		
F-14	What was the sum total value (in USD) of all donations made by these Board members last year?	Currency		Please enter numbers in US dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries. Currency converters may be found online, for instance at www.xe.com. Enter your value in whole numbers with no commas or decimals or text, e.g. "550,641.42 USD" would be entered as "550641."
F-15	Of the time your Board Chair or President gives to your school, what percentage is spent on fundraising/development?	Percent		Please respond using only whole numbers and do not include commas, decimals, text, or percent signs.
F-16	Do you have an institutionally related Foundation in YOUR OWN COUNTRY that is funded by the school and that raises funds for your school?	Multiple Choice	[Yes,No]	The foundation must be located in the same country as the institution.
F-17	If you have an institutionally related foundation in your own country and the foundation is funded by the school, what percentage of the Foundation Board members made a donation to the school last year?	Percent		Please respond using only whole numbers and do not include commas, decimals, text or percent signs.

F-18	If you have an institutionally related foundation in your own country and the foundation is funded by the school, what was the sum total value (in USD) of all donations made by these Board members last year?	Currency		Please enter numbers in US dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries. Currency converters may be found online, for instance at www.xe.com. Enter your value in whole numbers with no commas or decimals or text, e.g. "550,641.42 USD" would be entered as "550641."
F-19	How is the institutionally related Foundation in your own country funded?	Multiple Choice	[not applicable, there is no IRF in my own country,entirely by the school,entirely from funds raised,by both the school and foundation,other (please explain in the comments box at the end of the section)]	
G	About your budget			
J	About your budget			

G-1	What, in USD, is the total annual operating budget of your institution (INCLUDING salaries and benefits)?	Currency	Please enter numbers in US dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries. Currency converters may be found online, for instance at www.xe.com. Enter your value in whole numbers with no commas or decimals or text, e.g. "550,641.42 USD" would be entered as "550641."
G-2	What percentage of your current students are self-payers for all or a majority of their tuition and fees?	Percent	The answers to questions G2, G3, G4 and G5 should sum to 100 percent. Please respond using only whole numbers and do not include commas, decimals, text, or percent signs.
G-3	What percentage of your current students have corporate/employer contributions for all or a majority of their tuition and fees?	Percent	The answers to questions G2, G3, G4 and G5 should sum to 100 percent. Please respond using only whole numbers and do not include commas, decimals, text, or percent signs.

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G-4	What percentage of current students are children of faculty or staff for whom all or a majority of their tuition and fees is covered by the institution?	Percent	The answers to questions G2, G3, G4 and G5 should sum to 100 percent. Please respond using only whole numbers and do not include commas, decimals, text or percent signs.
G-5	What percentage of current students have all or a majority of their tuition and fees covered by scholarships?	Percent	The answers to questions G2, G3, G4 and G5 should sum to 100 percent. Please respond using only whole numbers and do not include commas, decimals, text or percent signs.
G-6	What percentage of the institution's total annual operating budget is assigned to fundraising/development activities (INCLUDING salaries)?	Percent	Please respond using only whole numbers and do not include commas, decimals, text or percent signs.
Н	About your fundraising		

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H-1	How much philanthropic support of all kinds in USD did you raise last year?	Currency	Please enter numbers in US dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries. Currency converters may be found online, for instance at www.xe.com.Enter your support in whole numbers with no commas or decimals or text, e.g. "550,641.42 USD" would be entered as "550641."
H-2	Of this total how much came from Alumni?	Currency	If you did not receive donations from alumni, please enter "0." Please enter numbers in US dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries. Currency converters may be found online, for instance at www.xe.com. Enter your support in whole numbers with no commas or decimals or text, e.g. "550,641.42 USD" would be entered as "550641."

			If you did not receive donations from parents of current students, please
H-3	Of this total how much came from Parents of current students?	Currency	enter "0." Please enter numbers in US dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries. Currency converters may be found online, for instance at www.xe.com. Enter your support in whole numbers with no commas or decimals or text, e.g. "550,641.42 USD" would be entered as "550641."

H-5	Of this total how much came from Other Individuals?	Currency		If you did not receive donations from other individuals, please enter "O." Please enter numbers in US dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries. Currency converters may be found online, for instance at www.xe.com. Enter your support in whole numbers with no commas or decimals or text, e.g. "550,641.42 USD" would be entered as "550641."
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H-6	Of this total how much came from Corporations?	Currency		If you did not receive donations from corporations, please enter "0." Please enter numbers in US dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries. Currency converters may be found online, for instance at www.xe.com. Enter your support in whole numbers with no commas or decimals or text, e.g. "550,641.42 USD" would be entered as "550641."
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Н-7	Of this total how much came from Foundations?	Currency		If you did not receive donations from foundations, please enter "0." Please enter numbers in US dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries. Currency converters may be found online, for instance at www.xe.com. Enter your support in whole numbers with no commas or decimals or text, e.g. "550,641.42 USD" would be entered as "550641."
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Н-8	Of this total how much came from Religious Organizations?	Currency	If you did not receive donations from religious organizations, please enter "0." Please enter numbers in US dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries. Currency converters may be found online, for instance at www.xe.com. Enter your support in whole numbers with no commas or decimals or text, e.g. "550,641.42 USD" would be entered as "550641."
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			If you did not receive donations from fundraising consortia, please enter "0." Please enter numbers in US dollars. Conversion to single currency allows	se o a
н-9	Of this total how much came from Fundraising Consortia?	Currency	benchmarking of scho in multiple countries. Currency converters median be found online, for instance at www.xe.cometer your support in whole numbers with median commas or decimals of text, e.g. "550,641.42" USD" would be entered "550641."	nay om. no or

H-10	Of this total how much came from Other Organizations?	Currency		If you did not receive donations from other organizations, please enter "0." Please enter numbers in US dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries. Currency converters may be found online, for instance at www.xe.com. Enter your support in whole numbers with no commas or decimals or text, e.g. "550,641.42 USD" would be entered as "550641."
H-11	How many donors (of all kinds) donated money to your institution last year?	Number		Please respond based upon your last completed budget year. Please respond using only whole numbers and do not include commas, decimals or text.
H-12	Which nationality makes up the HIGHEST percentage of your current donors?	Text		Of text.
H-13	What is the percentage of the nationality with the highest representation in your current donors?	Number		
H-14	What nationality makes up the SECOND HIGHEST percentage of your current donors?	Text		
H-15	What is the percentage of the nationality with the second highest representation in your current donors?	Number		
H-16	Do you have a USA-based foundation?	Multiple Choice	[Yes,No]	

H-17	Do you have a foundation based outside the USA?	Multiple Choice	[Yes,No]	
H-18	Do you have an Endowment?	Multiple Choice	[Yes,No]	
H-19	If you have an Endowment, what, in USD, is the total current market value of your Endowment?	Currency		If you do not have an endowment, please select not applicable. Please enter numbers in U.S. dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries. Currency converters may be found online, for instance at www.xe.com.Enter the market value in whole numbers with no commas or decimals or text, e.g. "550,641.42 USD" would be entered as "550641."
H-20	If you have an Endowment, in what year was it established?	Text		
H-21	Do you have an Annual Fund?	Multiple Choice	[Yes,No]	
H-22	In what year did the Annual Fund first accept donations?	Text		Please enter a 4 digit year (e.g. 1994). If you do not have an annual fund, please select not applicable.
H-23	How many donations were made to the Annual Fund last year?	Number		If you do not have an annual fund, please select not applicable.

H-24	What was the total value, in USD, of all donations made to your Annual Fund last year?	Currency		If you do not have an annual fund, please select not applicable. Please enter numbers in U.S. dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries. Currency converters may be found online, for instance at www.xe.com. Enter your support in whole umbers with no commas or decimals or text, e.g. "550,641.42 USD" would be entered as "550641."
H-25	Your annual fund primarily supports which area?	Multiple Choice	[Operational budget,Endowment,Programmes,Schol arships and bursaries,Other]	Please select the primary area.
H-26	Is your annual fund outside the normal operating budget?	Multiple Choice	[Yes,No]	
H-27	Do you have a fundraising/development office?	Multiple Choice	[Yes,No]	
H-28	How many full-time equivalent staff are in the fundraising/development office?	Number		If you do not have a fundraising/development office, please select not applicable.

Н-29	Of these, how many full-time equivalent staff are "front-line fundraisers"?	Number		Please include staff members who spend the majority of their time preparing to ask and asking for gifts face-to- face. If you do not have a fundraising/development office, please select not applicable.
Н-30	What was the total operating budget, in USD, of your fundraising/development office last year (INCLUDING salaries and benefits)?	Currency		If you do not have a fundraising/development office, please select not applicable. Please enter numbers in U.S. dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries. Currency converters may be found online, for instance at www.xe.com. Enter your budget in whole numbers with no commas or decimals or text, e.g. "550,641.42 USD" would be entered as "550641".
H-31	Have you run a campaign at any time in the last five years?	Multiple Choice	[Yes,No]	
H-32	What was the primary objective of this campaign?	Multiple Choice	[Capital project, Scholarships and bursaries, Programming, Endowment, Op erational budget, Other]	Please select the primary objective.

Н-33	What was the campaign goal at the start, in USD?	Currency		If you have not run a capital campaign in the last five years, please select not applicable. Please enter numbers in U.S. dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries. Currency converters may be found online, for instance at www.xe.com. Enter your goal in whole numbers with no commas or decimals or text, e.g. "550,641.42 USD" would be entered as "550641."
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H-34	If your campaign is completed, how much, in USD, did you finally raise?	Currency	If your campaign is completed please enter the amount raised. Please enter numbers in US dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries. Currency converters may be found online, for instance at www.xe.com. Enter your value in whole numbers with no commas or decimals or text, e.g. "550,641.42 USD" would be entered as "550641." If you do not currently have a capital campaign or your campaign has not currently started, please select not applicable.
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H-35	If your campaign is still in progress, how much, in USD, has the campaign raised to date?	Currency	If your campaign is completed please enter the amount raised in US dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries.  Currency converters may be found online, for instance at www.xe.com. If you do not currently have a capital campaign or your campaign has not
H-36	How many full-time equivalent staff are devoted to the campaign?	Number	currently started, please select not applicable.  If you do not currently have a capital campaign or your campaign has not currently started, please select not applicable. Full-time equivalent (FTE) staff. For example, if you have three full-time staff and four 50%-time staff, then you would report "5.00" (i.e. 3 x 1.00 plus 4 x 0.5) for FTEs. You may use up to two decimal places. This should be the number in place at the end of the fiscal year.

H-37	How many full-time equivalent staff were added just for the campaign?	Number		If your campaign is completed please enter the amount raised. If you do not currently have a capital campaign or your campaign has not currently started, please select not applicable.Fulltime equivalent (FTE) staff. For example, if you have three full-time staff and four 50%-time staff, then you would report "5.00" (i.e. 3 x 1.00 plus 4 x 0.5) for FTEs. You may use up to two decimal places. This should be the number in place at the end of the fiscal year.
H-38	Did you formally engage a consultant for the campaign?	Multiple Choice	[Yes,No,Not applicable, did not run a capital campaign in last 5 years]	
н-39	If you did formally engage a consultant for the campaign, what, in USD, did the services of the consultant cost your institution in the last year they were employed?	Currency		If you did not engage a consultant or did not run a capital campaign in the last five years, please check the "this question does not apply to me" box.
H-40	Do you have other types of Funds besides Annual Fund and Campaign?	Multiple Choice	[Yes,No]	
H-41	Do you stage fundraising events?	Multiple Choice	[Yes,No]	

H-42	How many such fundraising events did you stage in your last budget year?	Number	If you did not stage any fundraising events last year, please enter "0." If you DO NOT stage events, please indicate not applicable.  If you did not stage any
Н-43	What was the total attendance at all such fundraising events?	Number	fundraising events last year, please enter "0." If you DO NOT stage events, please indicate not applicable.
H-44	What, in USD, was the total amount raised at all such fundraising events?	Currency	Please enter numbers in US dollars. Conversion to a single currency allows for benchmarking of schools in multiple countries. Currency converters may be found online, for instance at www.xe.com. Enter your support in whole numbers with no commas or decimals or text, e.g. "550,641.42 USD" would be entered as "550641." If you did not stage any fundraising events last year, please enter "0." If you DO NOT stage events, please indicate not applicable.
H-45	What was the total fundraising EVENTS budget, in USD, of your fundraising/development office last year?	Number	

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			Enter your support in
			whole numbers with no
			commas or decimals or
			text, e.g. "550,641.42
			USD" would be entered as
			"550641." Conversion to a
			single currency allows for
	What, in USD, was your total budget for dedicated fundraising		benchmarking of schools
H-46	publications in your last budget year?	Currency	in multiple countries.
	publications in your last budget year:		Currency converters may
			be found online, for
			instance at www.xe.com. If
			you did not have any
			budget for dedicated
			fundraising publications,
			please select not
			applicable.
	What, in USD, was your total budget for dedicated fundraising		Enter your budget, in US
			dollars, in whole numbers
			with no commas or
			decimals or text, e.g.
			"550,641.42 USD" would
			be entered as "550641."
			Conversion to a single
			currency allows for
H-47		Currency	benchmarking of schools
П-47	software?	Currency	in multiple countries.
			Currency converters may
			be found online, for
			instance at www.xe.com. If
			you did not have any
			budget for dedicated
			fundraising software
			please select not
			applicable.

H-48 H-49 H-50	Do you have a dedicated webpage for fundraising?  Do you use social media for fundraising purposes?  Do parents, of alumni or current students or both, fundraise for your school?  Do students fundraise for your school?	Multiple Choice Multiple Choice Multiple Choice Multiple	[Yes,No] [Yes,No] [Yes,No]	
H-52	Do alumni fundraise for your school?	Choice Multiple Choice	[Yes,No]	
H-53	Does the fundraising/development office have influence on the fundraising done by parents, students, alumni, etc.?	Multiple Choice	[Yes,No,Not applicable, the development office alone does fundraising]	
	Of the total philanthropic support raised last year (question H1), what percentage was raised by others (parents, students, alumni, etc.)?	Percent		The answers to questions H47, H48 and H49 should sum to 100 percent. Please respond using only whole numbers and do not include commas, decimals, text or percent signs.
Н-55	Of the total philanthropic support raised last year (question H1), what percentage was raised by the development office?	Percent		The answers to questions H47, H48 and H49 should sum to 100 percent. Please respond using only whole numbers and do not include commas, decimals, text or percent signs.

H-56	Of the total philanthropic support raised last year (question H1), what percentage was raised by the foundation?	Number		The answers to questions H47, H48 and H49 should sum to 100 percent. Please respond using only whole numbers and do not include commas, decimals, text or percent signs.
H-57	What percentage of parents/alumni volunteer in roles that involve fundraising?	Multiple Choice	[zero (0) percent,less than 1 percent,between 1.0 and 4.9 percent,between 5.0 and 9.9 percent,between 10.0 and 19.9 percent,more than 20 percent]	
H-58	Does your school have a separately constituted parent/alumni association?	Multiple Choice	[Yes,No]	
H-59	Does your school do fundraising for other charities?	Multiple Choice	[Yes,No]	
H-60	If your school does fundraising for other charities, how much did you raise for these outside charities compared to the amount raised for your school? Please provide percentage of money raised (in US dollars) for other charities versus that raised exclusively for your school.	Percent		Please provide percentage of money raised (in US dollars) for other charities versus that raised exclusively for your school. Please respond using only whole numbers and do not include commas, decimals, text or percent signs.
H-61	If you are a secondary school, does your school have a class gift?	Multiple Choice	[Yes,No,No, we are not a secondary school]	
H-62	If you are a secondary school that has a class gift, what percentage of final year parents donate? (if you are not a secondary school or if you are a secondary school but do not have a class gift, please check the "this question does not apply to me box)	Percent	-	Please respond using only whole numbers and do not include commas, decimals, text or percent signs.

H-63	If you are a secondary school that has a class gift, what percentage of final year students donate? (if you are not a secondary school or if you are a secondary school but do not have a class gift, please check the "this question does not apply to me box)			Please respond using only whole numbers and do not include commas, decimals, text or percent signs.
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