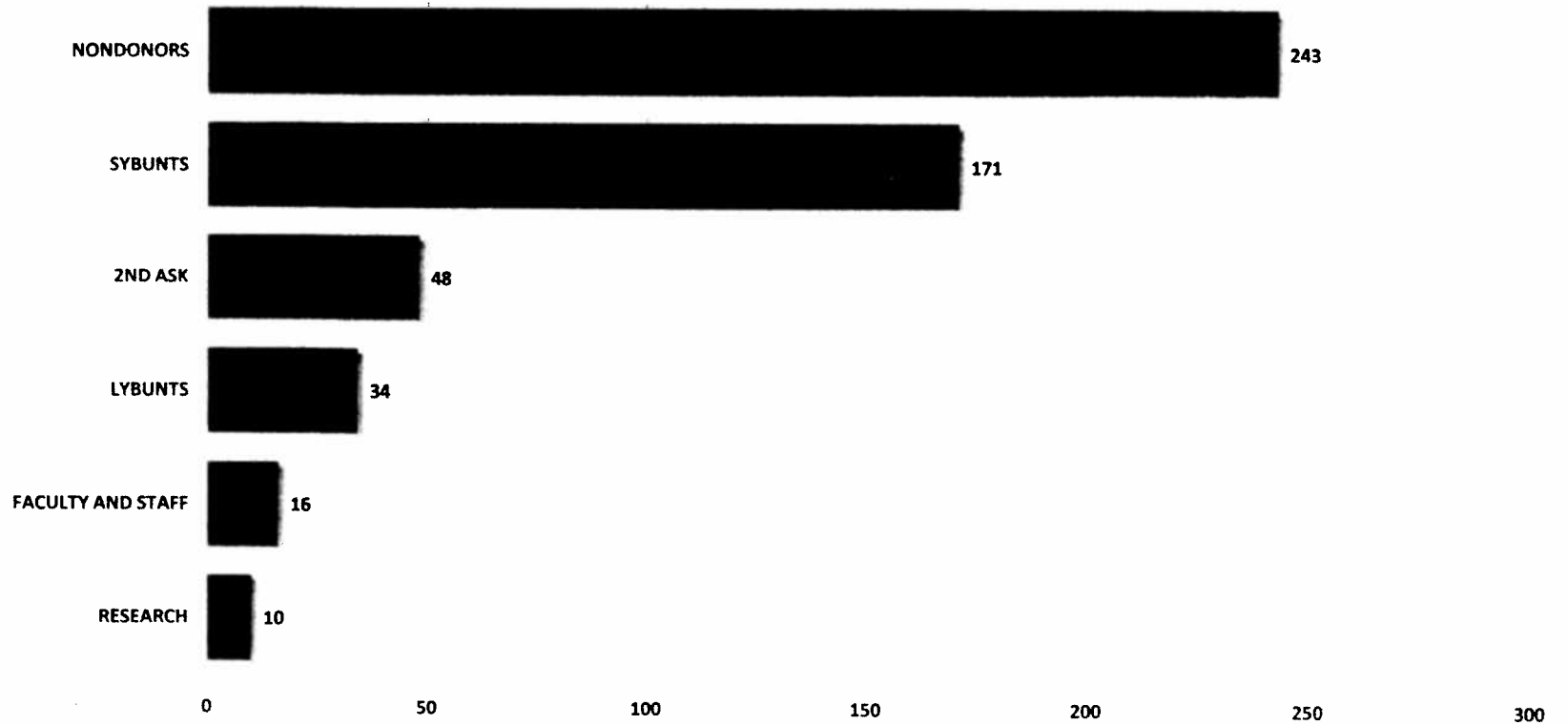


West Virginia State University

Number of Pledges - All Segments

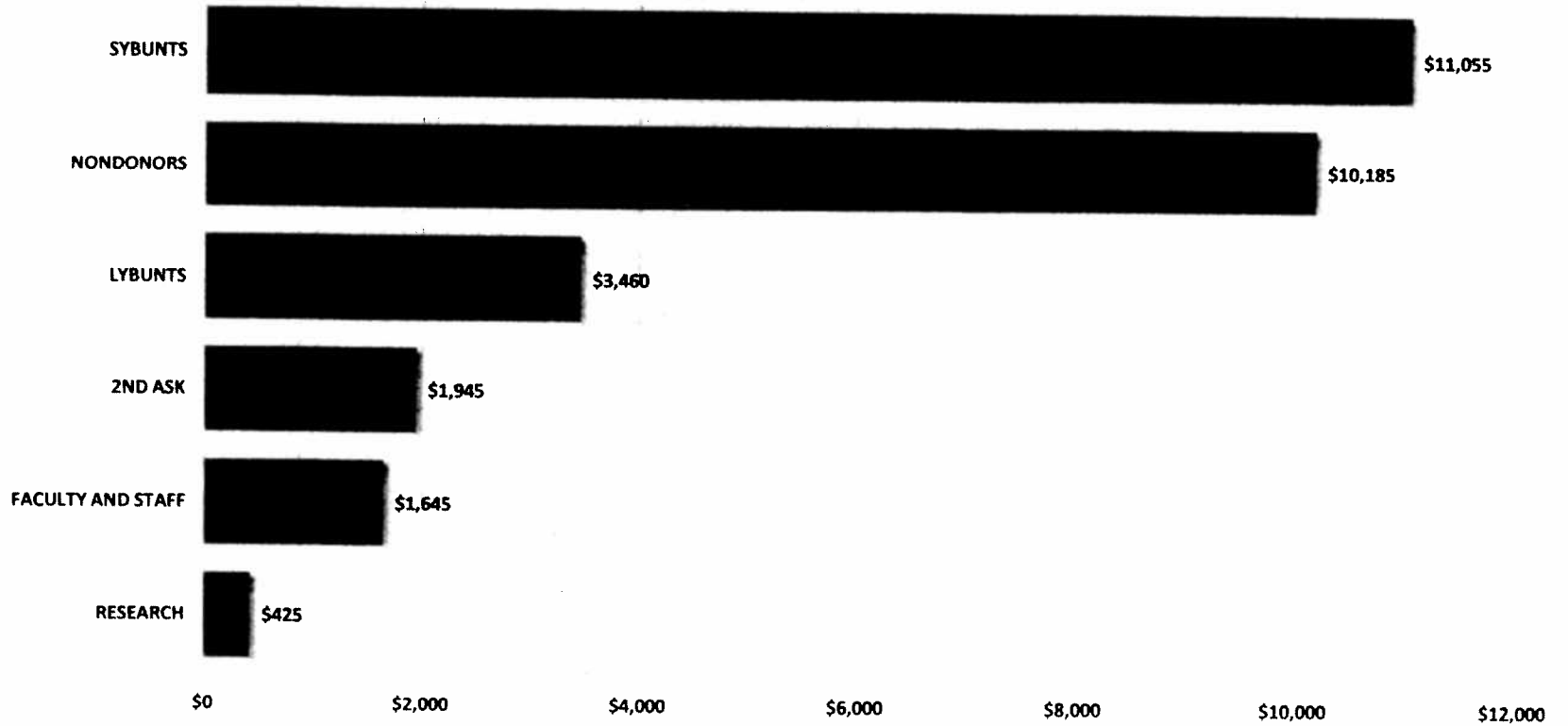
Total Number of Pledges - 522



West Virginia State University

Number of Dollars - All Segments

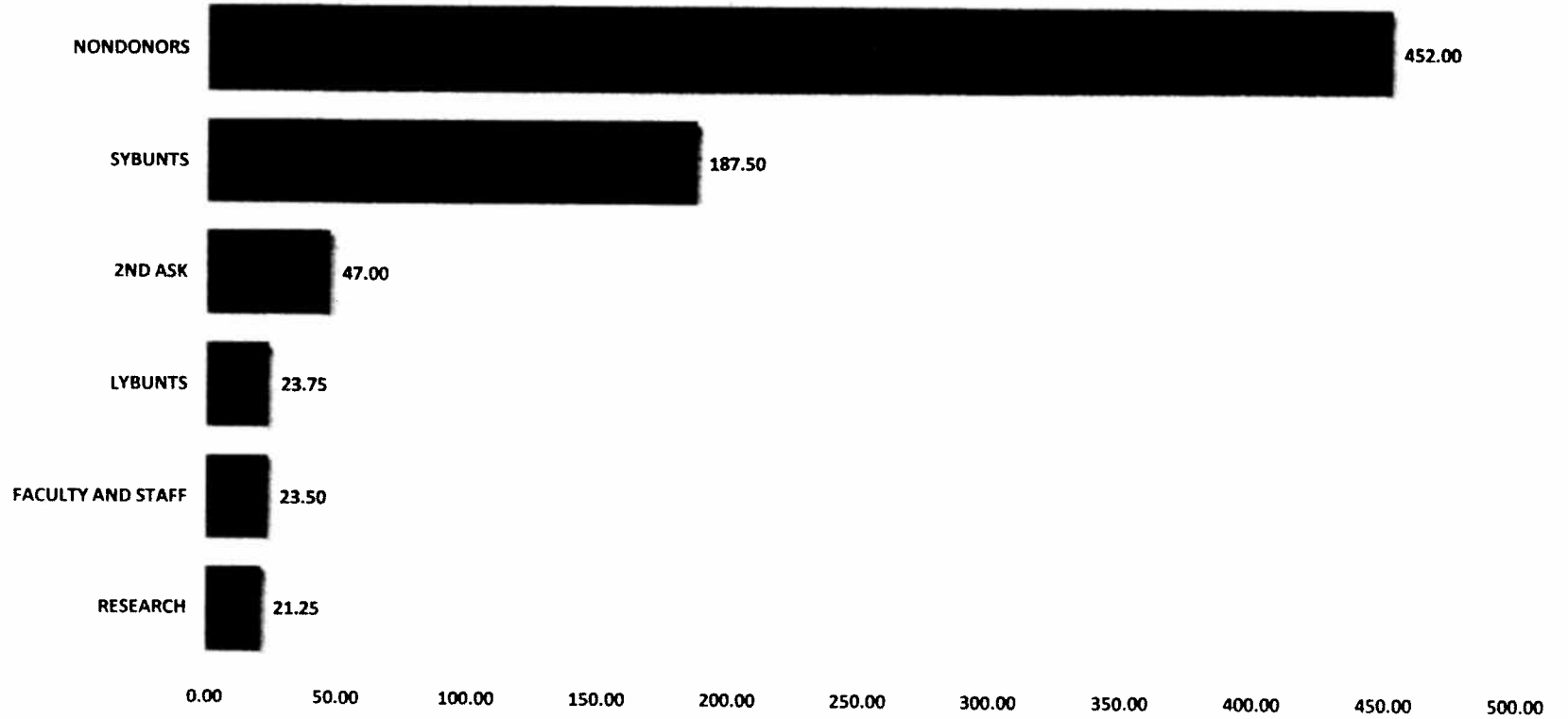
Total Number of Dollars - \$28,715



West Virginia State University

Number of Hours - All Segments

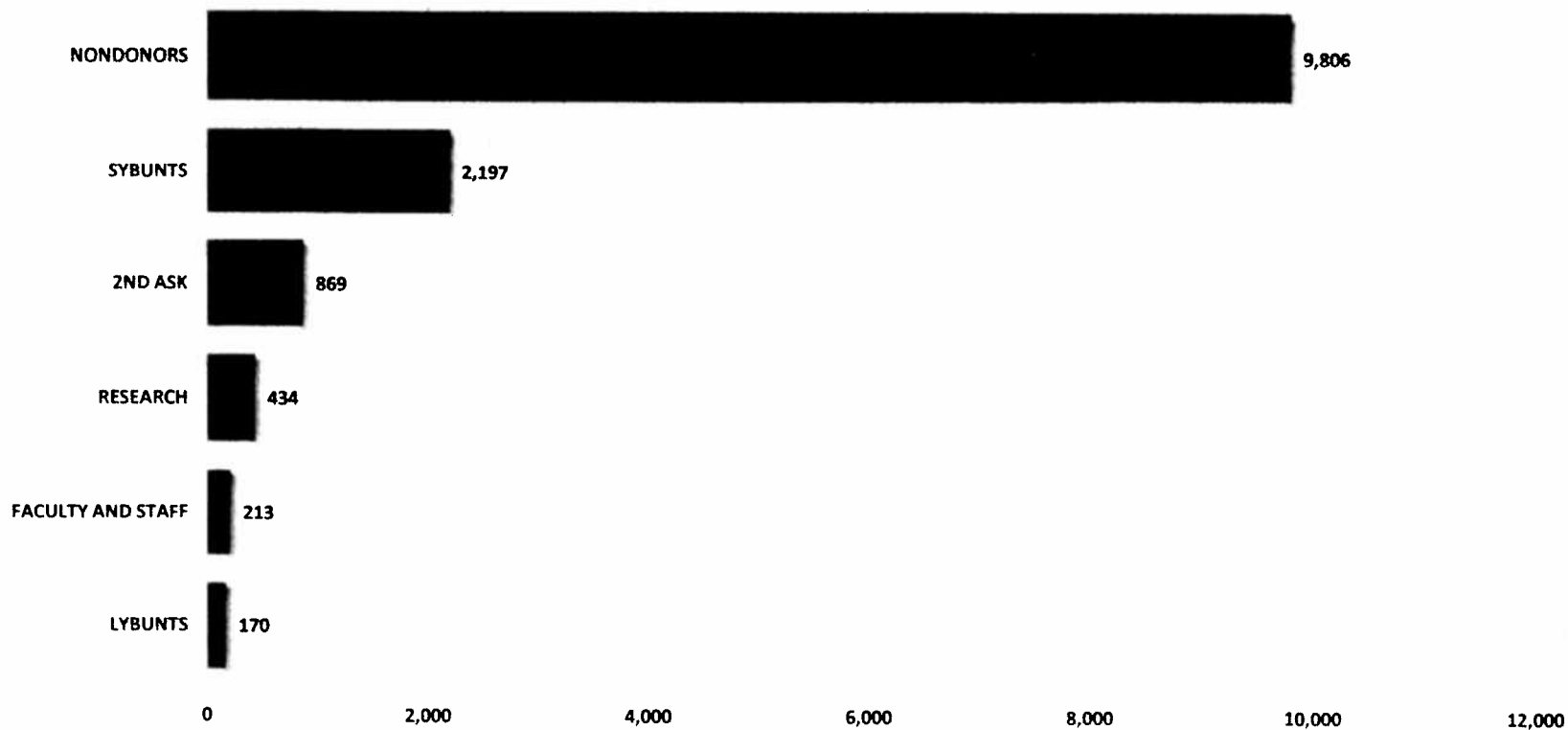
Total Number of Hours - 755.00



West Virginia State University

Number of Prospects - All Segments

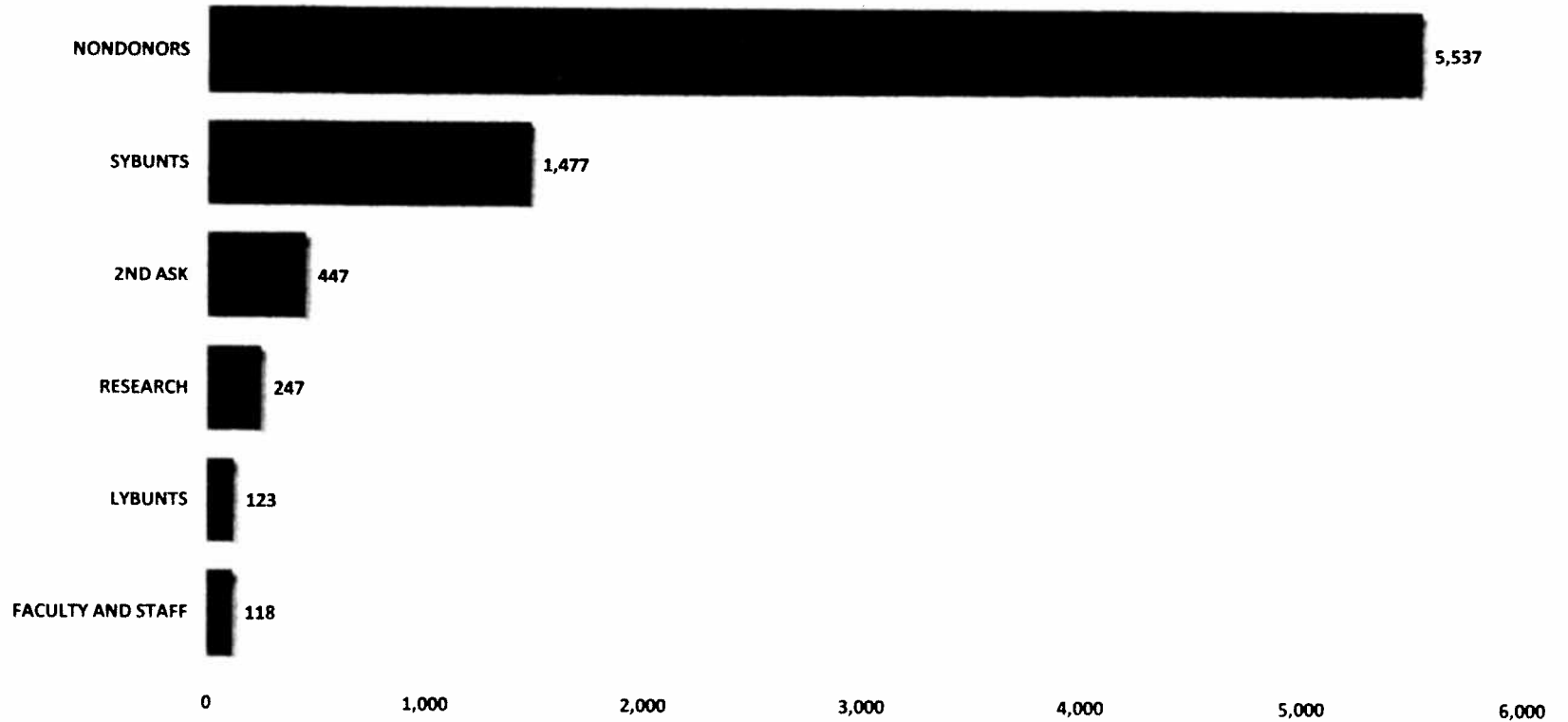
Total Number of Prospects - 13,689



West Virginia State University

Number of Completes - All Segments

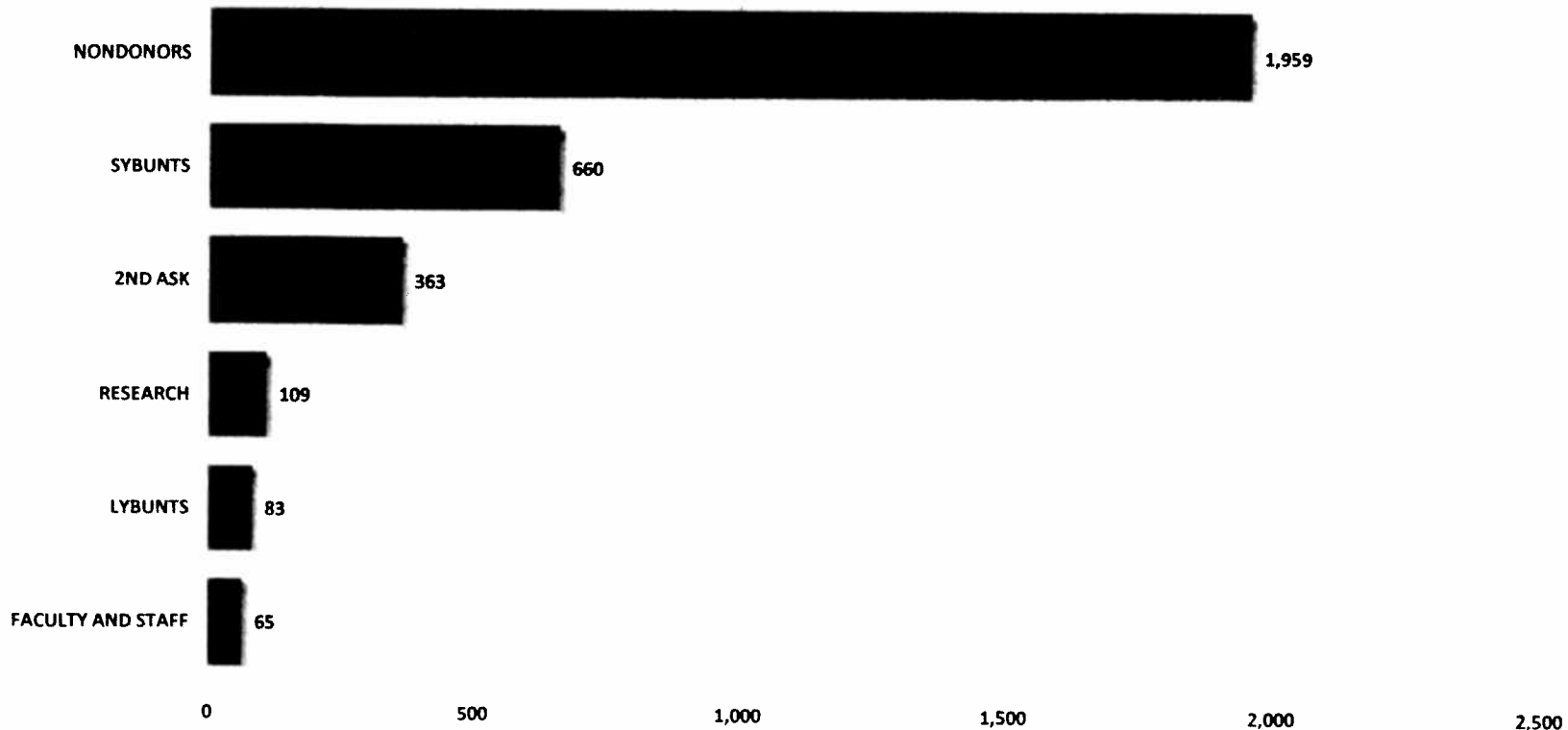
Total Number of Completes - 7,949



West Virginia State University

Number of Contacts - All Segments

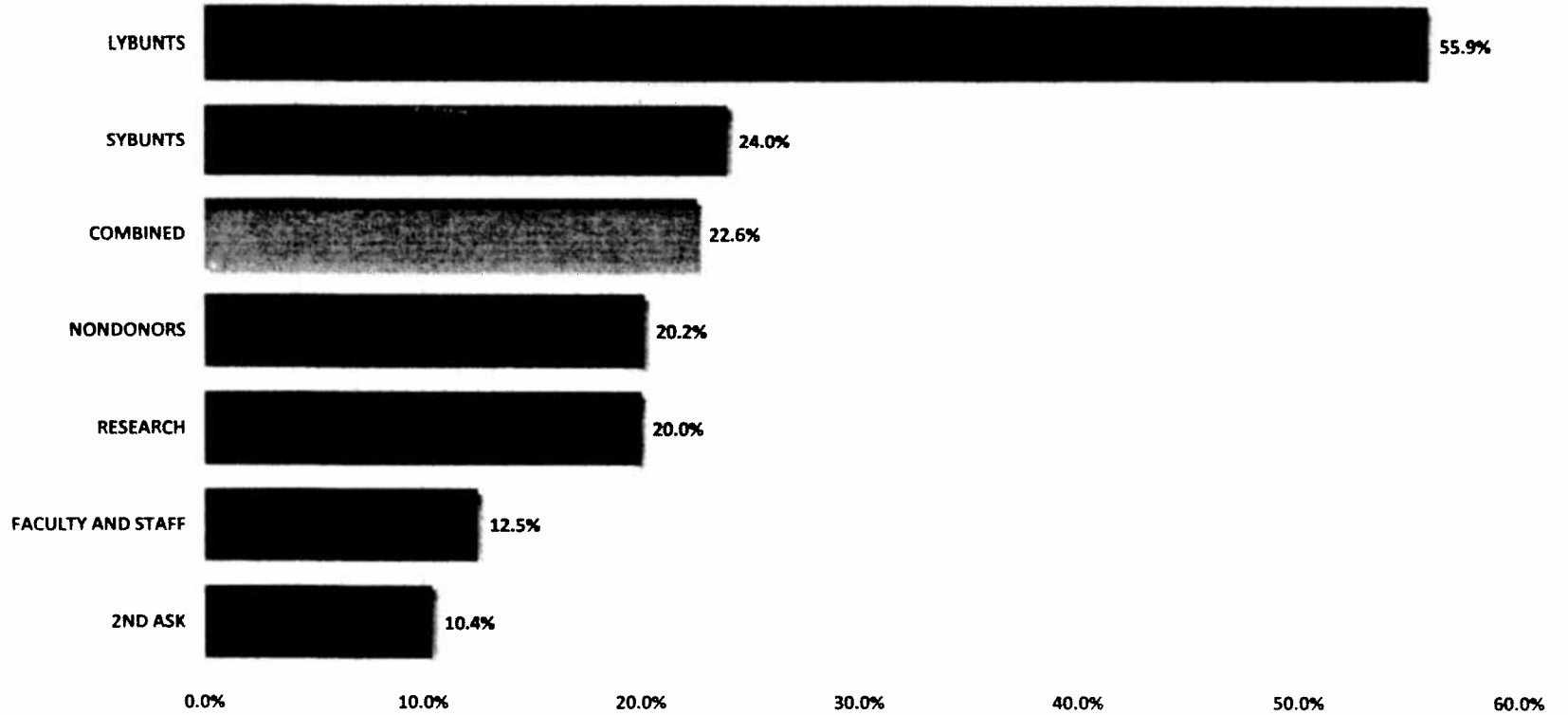
Total Number of Contacts - 3,239



**West Virginia State University**

**Percent of Pledges at \$100 or More - All Segments**

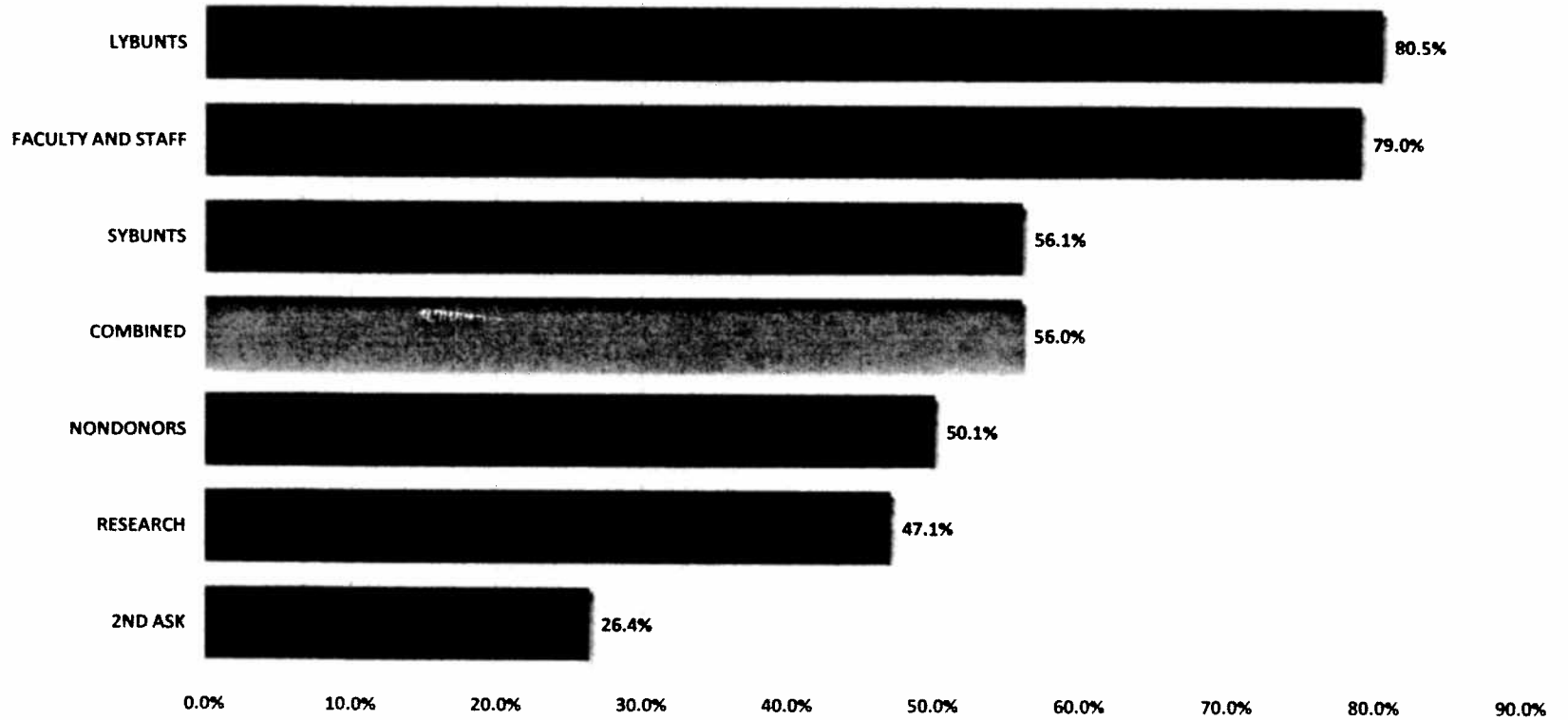
Total Percent of Pledges at \$100 or More - 22.6%



West Virginia State University

Percent of Dollars at \$100 or More - All Segments

Total Percent of Dollars at \$100 or More - 56.0%





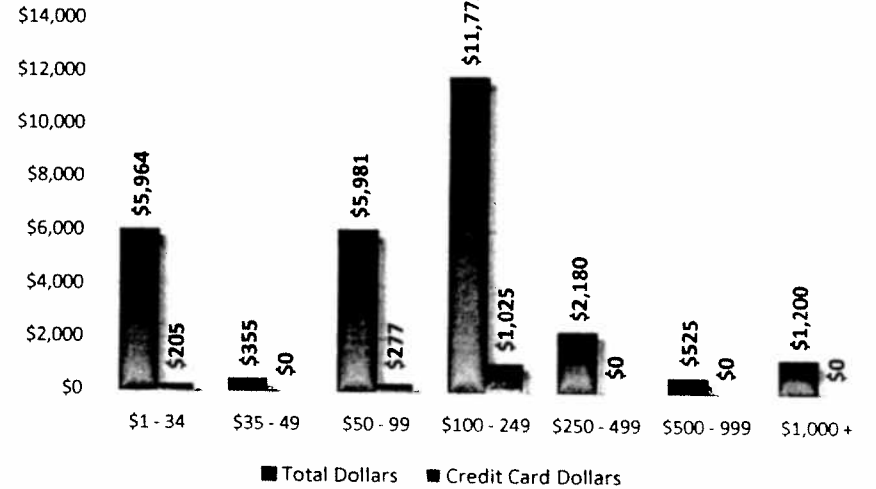
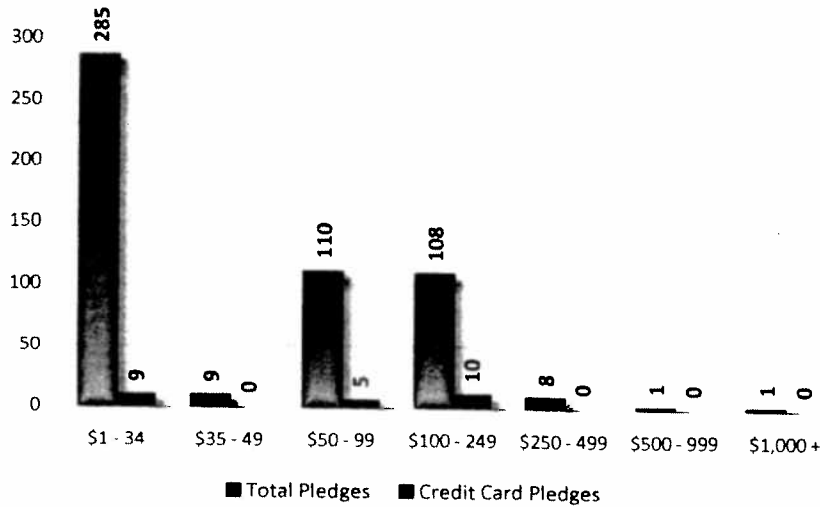
West Virginia State University

Pledge Level Summary - Combined

Pledge Range	Number of Pledges	% of Total Pledges	Number of Credit Card Pledges	Credit Card % of Total Pledges	Total Dollars	% of Total Dollars	Credit Card Dollars	Credit Card % of Total Dollars	Average Pledge	Credit Card Average Pledge
\$1 - 34	285	54.6%	9	3.2%	\$5,964	21.3%	\$205	3.4%	\$20.93	\$22.78
\$35 - 49	9	1.7%	0	0.0%	\$355	1.3%	\$0	0.0%	\$39.44	\$0.00
\$50 - 99	110	21.1%	5	4.5%	\$5,981	21.4%	\$277	4.6%	\$54.37	\$55.40
\$100 - 249	108	20.7%	10	9.3%	\$11,775	42.1%	\$1,025	8.7%	\$109.03	\$102.50
\$250 - 499	8	1.5%	0	0.0%	\$2,180	7.8%	\$0	0.0%	\$272.50	\$0.00
\$500 - 999	1	0.2%	0	0.0%	\$525	1.9%	\$0	0.0%	\$525.00	\$0.00
\$1,000 +	1	0.2%	0	0.0%	\$1,200	4.3%	\$0	0.0%	\$1,200.00	\$0.00
<b>Total</b>	<b>522</b>	<b>100.0%</b>	<b>24</b>	<b>4.6%</b>	<b>\$27,980</b>	<b>100.0%</b>	<b>\$1,507</b>	<b>5.4%</b>	<b>\$53.60</b>	<b>\$62.79</b>

Pledges

Dollars



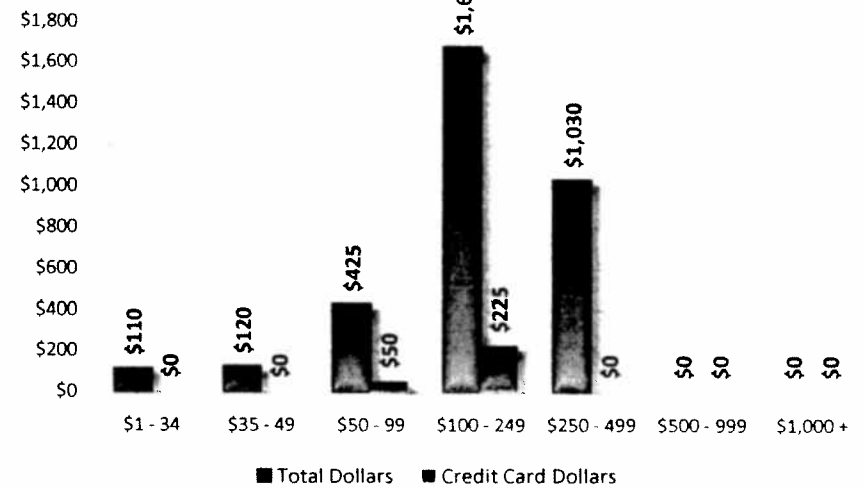
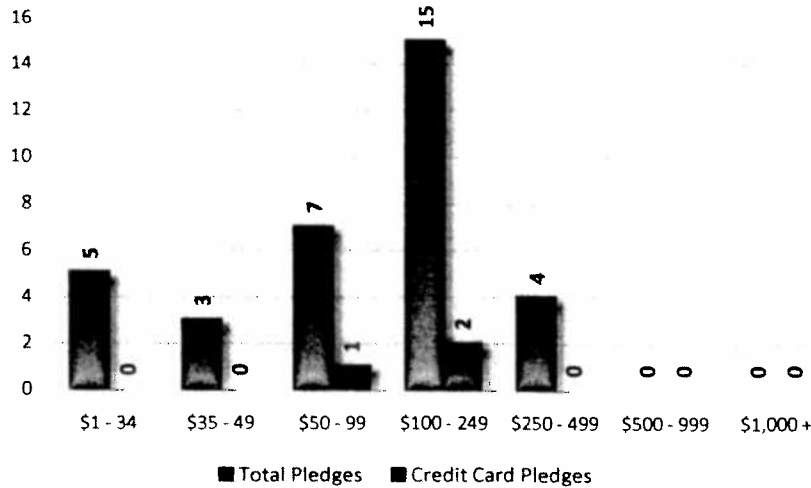
West Virginia State University

Pledge Level Summary - LYBUNTS

Pledge Range	Number of Pledges	% of Total Pledges	Number of Credit Card Pledges	Credit Card % of Total Pledges	Total Dollars	% of Total Dollars	Credit Card Dollars	Credit Card % of Total Dollars	Average Pledge	Credit Card Average Pledge
\$1 - 34	5	14.7%	0	0.0%	\$110	3.3%	\$0	0.0%	\$22.00	\$0.00
\$35 - 49	3	8.8%	0	0.0%	\$120	3.6%	\$0	0.0%	\$40.00	\$0.00
\$50 - 99	7	20.6%	1	14.3%	\$425	12.6%	\$50	11.8%	\$60.71	\$50.00
\$100 - 249	15	44.1%	2	13.3%	\$1,675	49.9%	\$225	13.4%	\$111.67	\$112.50
\$250 - 499	4	11.8%	0	0.0%	\$1,030	30.7%	\$0	0.0%	\$257.50	\$0.00
\$500 - 999	0	0.0%	0	0.0%	\$0	0.0%	\$0	0.0%	\$0.00	\$0.00
\$1,000 +	0	0.0%	0	0.0%	\$0	0.0%	\$0	0.0%	\$0.00	\$0.00
<b>Total</b>	<b>34</b>	<b>100.0%</b>	<b>3</b>	<b>8.8%</b>	<b>\$3,360</b>	<b>100.0%</b>	<b>\$275</b>	<b>8.2%</b>	<b>\$98.82</b>	<b>\$91.67</b>

Pledges

Dollars



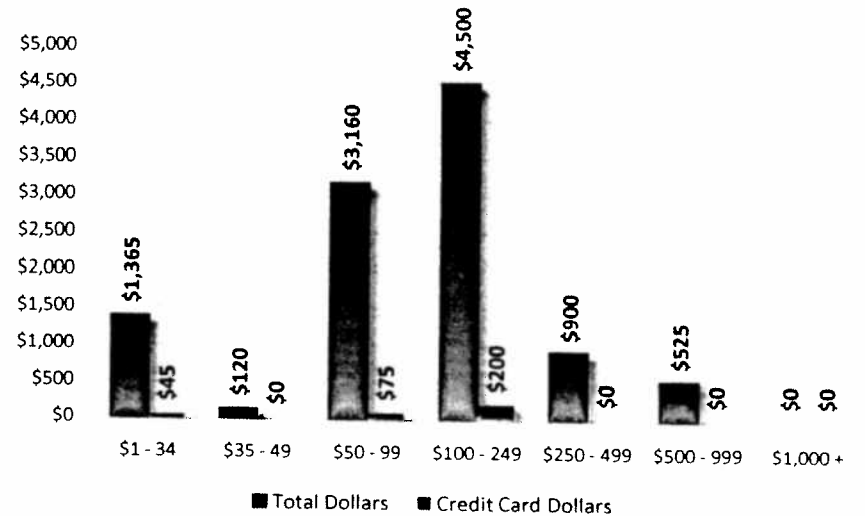
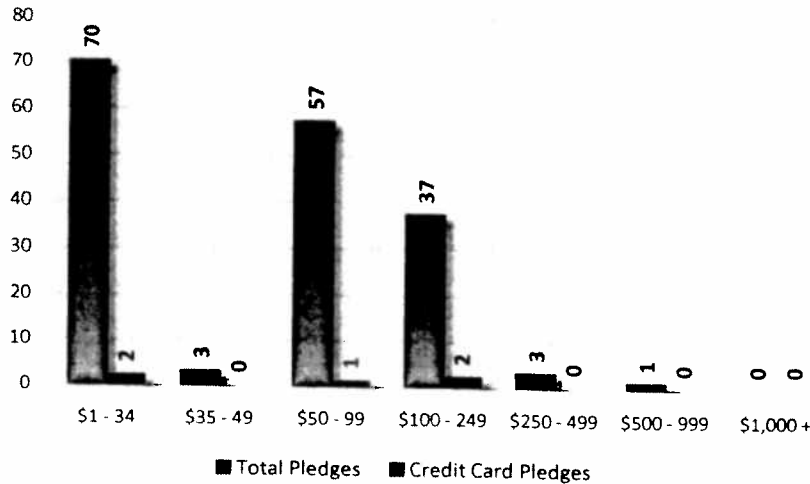
West Virginia State University

Pledge Level Summary - SYBUNTS

Pledge Range	Number of Pledges	% of Total Pledges	Number of Credit Card Pledges	Credit Card % of Total Pledges	Total Dollars	% of Total Dollars	Credit Card Dollars	Credit Card % of Total Dollars	Average Pledge	Credit Card Average Pledge
\$1 - 34	70	40.9%	2	2.9%	\$1,365	12.9%	\$45	3.3%	\$19.50	\$22.50
\$35 - 49	3	1.8%	0	0.0%	\$120	1.1%	\$0	0.0%	\$40.00	\$0.00
\$50 - 99	57	33.3%	1	1.8%	\$3,160	29.9%	\$75	2.4%	\$55.44	\$75.00
\$100 - 249	37	21.6%	2	5.4%	\$4,500	42.6%	\$200	4.4%	\$121.62	\$100.00
\$250 - 499	3	1.8%	0	0.0%	\$900	8.5%	\$0	0.0%	\$300.00	\$0.00
\$500 - 999	1	0.6%	0	0.0%	\$525	5.0%	\$0	0.0%	\$525.00	\$0.00
\$1,000 +	0	0.0%	0	0.0%	\$0	0.0%	\$0	0.0%	\$0.00	\$0.00
<b>Total</b>	<b>171</b>	<b>100.0%</b>	<b>5</b>	<b>2.9%</b>	<b>\$10,570</b>	<b>100.0%</b>	<b>\$320</b>	<b>3.0%</b>	<b>\$61.81</b>	<b>\$64.00</b>

Pledges

Dollars



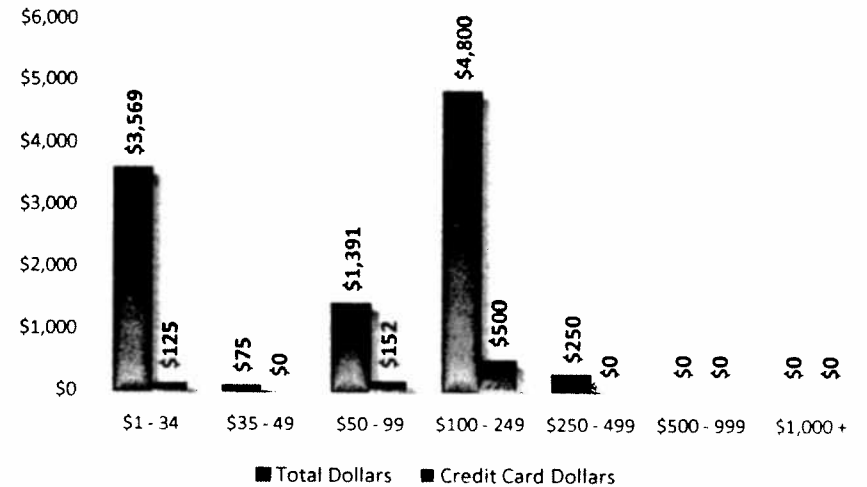
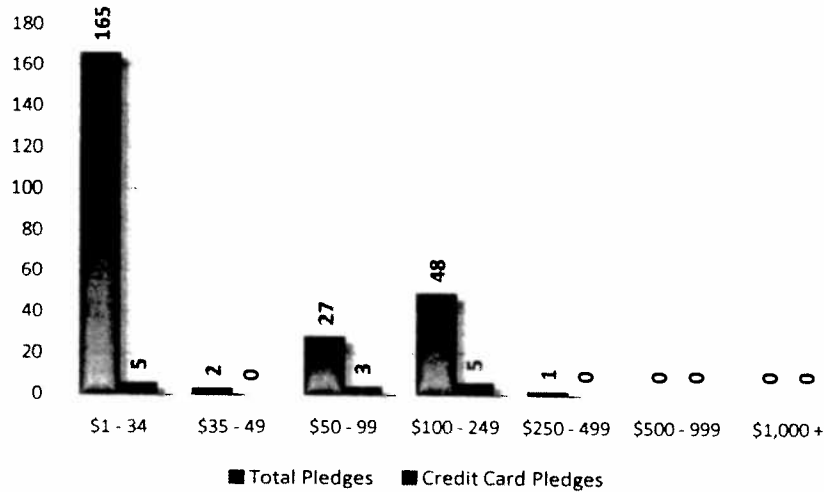
West Virginia State University

Pledge Level Summary - NONDONORS

Pledge Range	Number of Pledges	% of Total Pledges	Number of Credit Card Pledges	Credit Card % of Total Pledges	Total Dollars	% of Total Dollars	Credit Card Dollars	Credit Card % of Total Dollars	Average Pledge	Credit Card Average Pledge
\$1 - 34	165	67.9%	5	3.0%	\$3,569	35.4%	\$125	3.5%	\$21.63	\$25.00
\$35 - 49	2	0.8%	0	0.0%	\$75	0.7%	\$0	0.0%	\$37.50	\$0.00
\$50 - 99	27	11.1%	3	11.1%	\$1,391	13.8%	\$152	10.9%	\$51.52	\$50.67
\$100 - 249	48	19.8%	5	10.4%	\$4,800	47.6%	\$500	10.4%	\$100.00	\$100.00
\$250 - 499	1	0.4%	0	0.0%	\$250	2.5%	\$0	0.0%	\$250.00	\$0.00
\$500 - 999	0	0.0%	0	0.0%	\$0	0.0%	\$0	0.0%	\$0.00	\$0.00
\$1,000 +	0	0.0%	0	0.0%	\$0	0.0%	\$0	0.0%	\$0.00	\$0.00
<b>Total</b>	<b>243</b>	<b>100.0%</b>	<b>13</b>	<b>5.3%</b>	<b>\$10,085</b>	<b>100.0%</b>	<b>\$777</b>	<b>7.7%</b>	<b>\$41.50</b>	<b>\$59.77</b>

Pledges

Dollars



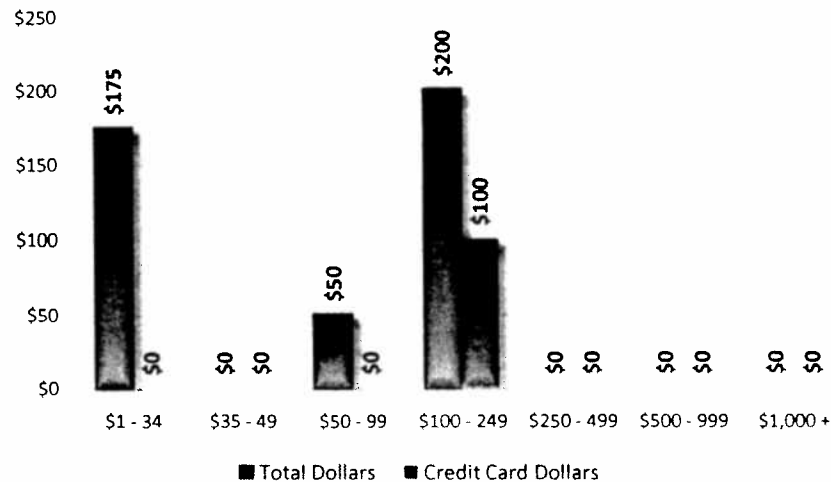
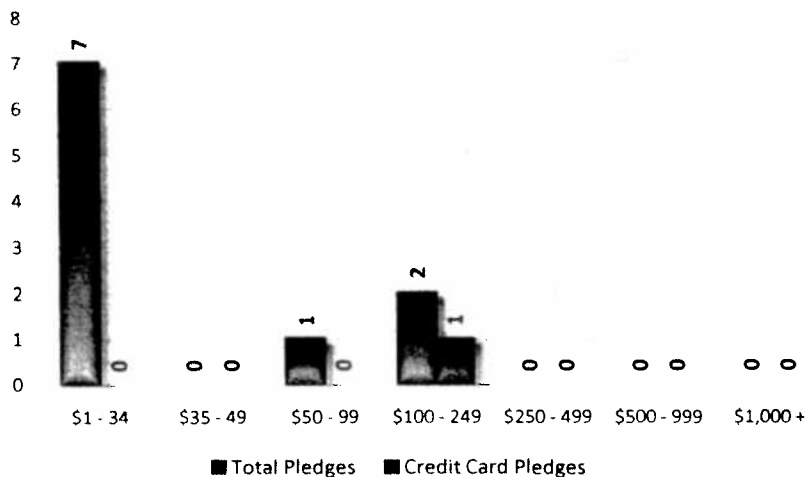
West Virginia State University

Pledge Level Summary - RESEARCH

Pledge Range	Number of Pledges	% of Total Pledges	Number of Credit Card Pledges	Credit Card % of Total Pledges	Total Dollars	% of Total Dollars	Credit Card Dollars	Credit Card % of Total Dollars	Average Pledge	Credit Card Average Pledge
\$1 - 34	7	70.0%	0	0.0%	\$175	41.2%	\$0	0.0%	\$25.00	\$0.00
\$35 - 49	0	0.0%	0	0.0%	\$0	0.0%	\$0	0.0%	\$0.00	\$0.00
\$50 - 99	1	10.0%	0	0.0%	\$50	11.8%	\$0	0.0%	\$50.00	\$0.00
\$100 - 249	2	20.0%	1	50.0%	\$200	47.1%	\$100	50.0%	\$100.00	\$100.00
\$250 - 499	0	0.0%	0	0.0%	\$0	0.0%	\$0	0.0%	\$0.00	\$0.00
\$500 - 999	0	0.0%	0	0.0%	\$0	0.0%	\$0	0.0%	\$0.00	\$0.00
\$1,000 +	0	0.0%	0	0.0%	\$0	0.0%	\$0	0.0%	\$0.00	\$0.00
<b>Total</b>	<b>10</b>	<b>100.0%</b>	<b>1</b>	<b>10.0%</b>	<b>\$425</b>	<b>100.0%</b>	<b>\$100</b>	<b>23.5%</b>	<b>\$42.50</b>	<b>\$100.00</b>

Pledges

Dollars

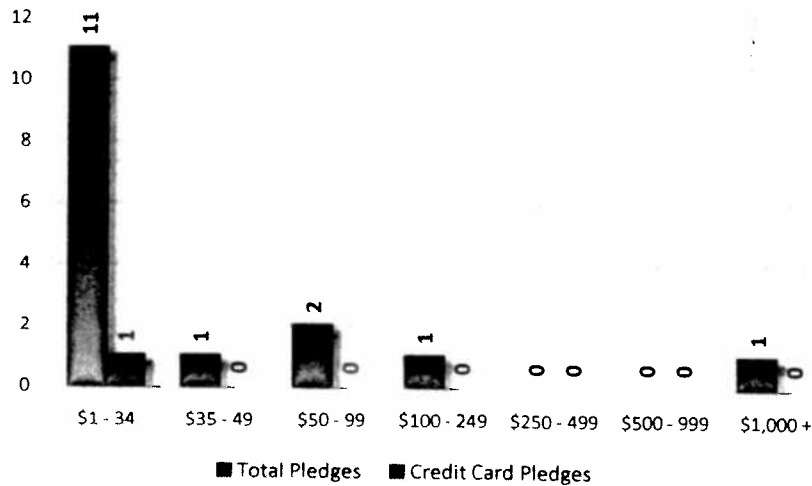


West Virginia State University

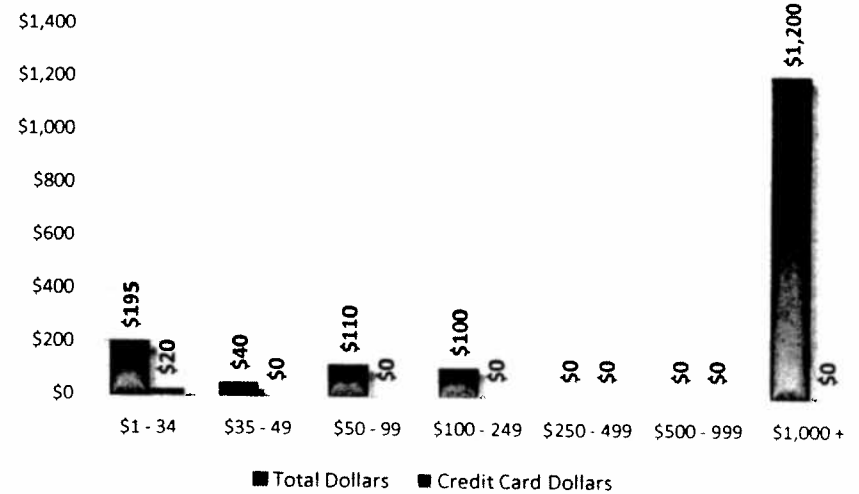
Pledge Level Summary - FACULTY AND STAFF

Pledge Range	Number of Pledges	% of Total Pledges	Number of Credit Card Pledges	Credit Card % of Total Pledges	Total Dollars	% of Total Dollars	Credit Card Dollars	Credit Card % of Total Dollars	Average Pledge	Credit Card Average Pledge
\$1 - 34	11	68.8%	1	9.1%	\$195	11.9%	\$20	10.3%	\$17.73	\$20.00
\$35 - 49	1	6.3%	0	0.0%	\$40	2.4%	\$0	0.0%	\$40.00	\$0.00
\$50 - 99	2	12.5%	0	0.0%	\$110	6.7%	\$0	0.0%	\$55.00	\$0.00
\$100 - 249	1	6.3%	0	0.0%	\$100	6.1%	\$0	0.0%	\$100.00	\$0.00
\$250 - 499	0	0.0%	0	0.0%	\$0	0.0%	\$0	0.0%	\$0.00	\$0.00
\$500 - 999	0	0.0%	0	0.0%	\$0	0.0%	\$0	0.0%	\$0.00	\$0.00
\$1,000 +	1	6.3%	0	0.0%	\$1,200	72.9%	\$0	0.0%	\$1,200.00	\$0.00
<b>Total</b>	<b>16</b>	<b>100.0%</b>	<b>1</b>	<b>6.3%</b>	<b>\$1,645</b>	<b>100.0%</b>	<b>\$20</b>	<b>1.2%</b>	<b>\$102.81</b>	<b>\$20.00</b>

Pledges



Dollars

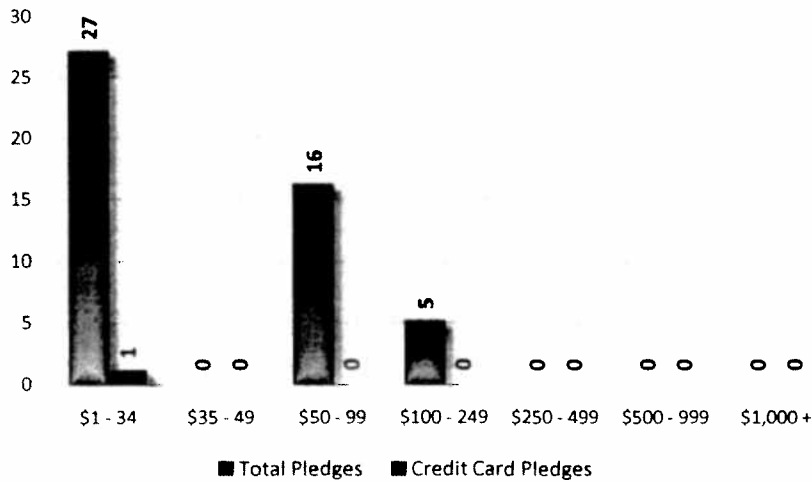


West Virginia State University

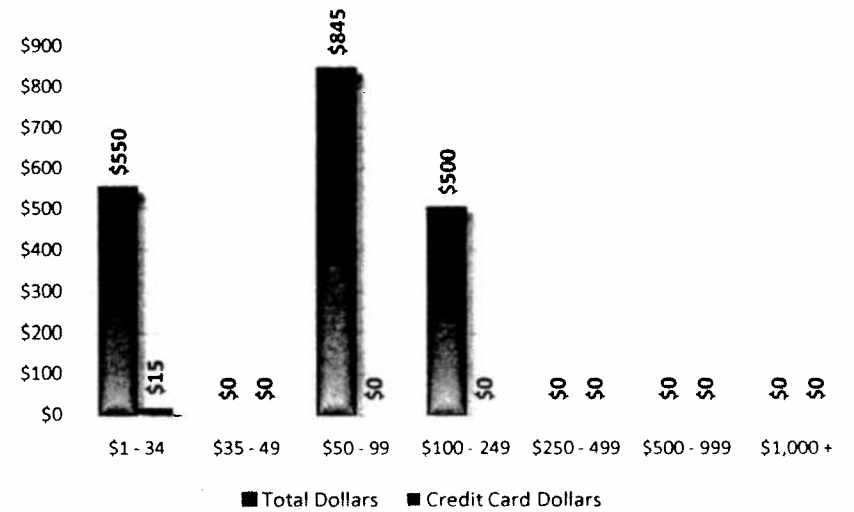
Pledge Level Summary - 2ND ASK

Pledge Range	Number of Pledges	% of Total Pledges	Number of Credit Card Pledges	Credit Card % of Total Pledges	Total Dollars	% of Total Dollars	Credit Card Dollars	Credit Card % of Total Dollars	Average Pledge	Credit Card Average Pledge
\$1 - 34	27	56.3%	1	3.7%	\$550	29.0%	\$15	2.7%	\$20.37	\$15.00
\$35 - 49	0	0.0%	0	0.0%	\$0	0.0%	\$0	0.0%	\$0.00	\$0.00
\$50 - 99	16	33.3%	0	0.0%	\$845	44.6%	\$0	0.0%	\$52.81	\$0.00
\$100 - 249	5	10.4%	0	0.0%	\$500	26.4%	\$0	0.0%	\$100.00	\$0.00
\$250 - 499	0	0.0%	0	0.0%	\$0	0.0%	\$0	0.0%	\$0.00	\$0.00
\$500 - 999	0	0.0%	0	0.0%	\$0	0.0%	\$0	0.0%	\$0.00	\$0.00
\$1,000 +	0	0.0%	0	0.0%	\$0	0.0%	\$0	0.0%	\$0.00	\$0.00
<b>Total</b>	<b>48</b>	<b>100.0%</b>	<b>1</b>	<b>2.1%</b>	<b>\$1,895</b>	<b>100.0%</b>	<b>\$15</b>	<b>0.8%</b>	<b>\$39.48</b>	<b>\$15.00</b>

Pledges

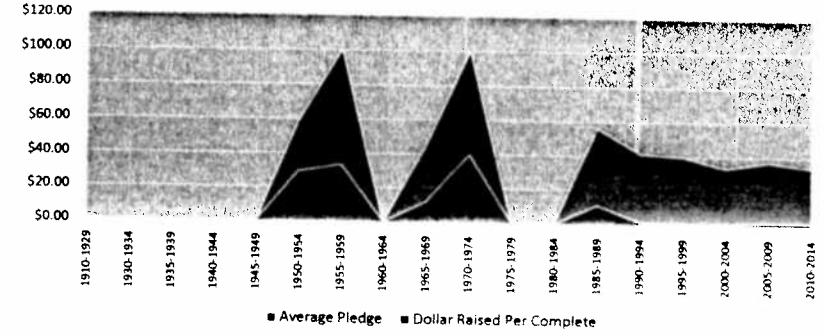
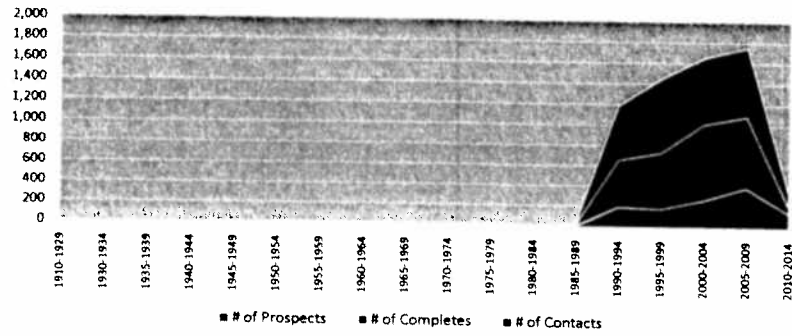


Dollars



West Virginia State University  
Graduation Year Comparison - Combined

Grad Year	Number of Records	% of Total	Number of Completes	Total % Completed	Number of Contacts	Total Contact %	Number of Pledges	% of Total	Total Dollars	% of Total	Average Pledge	Pledge Rate	Dollar Raised Per Complete
1910-1929	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1930-1934	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1935-1939	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1940-1944	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1945-1949	4	0.0%	2	50.0%	1	50.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1950-1954	12	0.1%	8	66.7%	7	87.5%	4	0.8%	\$238	0.8%	\$58.75	57.1%	\$29.38
1955-1959	10	0.1%	3	30.0%	2	66.7%	1	0.2%	\$100	0.4%	\$100.00	50.0%	\$33.33
1960-1964	8	0.1%	2	25.0%	2	100.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1965-1969	15	0.1%	11	73.3%	8	72.7%	3	0.6%	\$135	0.5%	\$45.00	37.5%	\$12.27
1970-1974	9	0.1%	5	55.6%	3	60.0%	2	0.4%	\$200	0.7%	\$100.00	66.7%	\$40.00
1975-1979	16	0.1%	11	68.8%	3	27.3%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1980-1984	8	0.1%	4	50.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1985-1989	28	0.2%	15	53.6%	7	46.7%	3	0.6%	\$169	0.6%	\$56.33	42.9%	\$11.27
1990-1994	1,189	8.7%	681	57.3%	195	29.5%	23	4.4%	\$956	3.4%	\$41.56	11.8%	\$1.45
1995-1999	1,451	10.6%	736	50.7%	181	24.6%	21	4.0%	\$837	3.0%	\$39.85	11.6%	\$1.14
2000-2004	1,654	12.1%	1,014	61.3%	271	28.7%	31	5.9%	\$1,037	3.7%	\$33.45	11.4%	\$1.02
2005-2009	1,752	12.8%	1,091	62.3%	392	35.5%	55	10.5%	\$2,052	7.3%	\$37.31	14.0%	\$1.88
2010-2014	338	2.6%	211	59.8%	148	70.1%	12	2.3%	\$407	1.5%	\$33.92	8.1%	\$1.93
No Year	7,180	52.5%	4,175	58.1%	2,019	48.4%	367	70.3%	\$21,852	78.1%	\$59.54	18.2%	\$5.23
<b>Total</b>	<b>13,689</b>	<b>100.0%</b>	<b>7,949</b>	<b>58.1%</b>	<b>3,239</b>	<b>40.7%</b>	<b>522</b>	<b>100.0%</b>	<b>\$27,980</b>	<b>100.0%</b>	<b>\$53.60</b>	<b>16.1%</b>	<b>\$3.52</b>



Half Decade Rank - Top 5 By Statistical Category											
Rank	Number of Records	Number of Completes	Total % Completed	Number of Contacts	Total Contact %	Number of Pledges	Total Dollars	Average Pledge	Pledge Rate	Dollar Raised Per Complete	
1	2005-2009	1,752	2005-2009	1,091	73.3%	2005-2009	\$2,052	\$100.00	66.7%	1970-1974	\$40.00
2	2000-2004	1,654	2000-2004	1,014	68.8%	2000-2004	\$1,037	\$100.00	57.1%	1955-1959	\$33.33
3	1995-1999	1,451	1995-1999	1,451	66.7%	1990-1994	\$956	\$58.75	50.0%	1950-1954	\$29.38
4	1990-1994	1,189	1990-1994	1,189	62.3%	1995-1999	\$837	\$56.33	42.9%	1965-1969	\$12.27
5	#N/A	#N/A	#N/A	#N/A	61.3%	#N/A	#N/A	\$45.00	37.5%	1985-1989	\$11.27



West Virginia State University

Graduation Year Comparison - NONDONORS

Grad Year	Number of Records	% of Total	Number of Completes	Total % Completed	Number of Contacts	Total Contact %	Number of Pledges	% of Total	Total Dollars	% of Total	Average Pledge	Pledge Rate	Dollar Raised Per Complete
1910-1929	0	0.0%	0	0.0%	0	0.0%	0	0.0%					
1930-1934	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1935-1939	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1940-1944	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1945-1949	3	0.0%	1	33.3%	1	100.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1950-1954	5	0.1%	1	20.0%	1	100.0%	1	0.4%	\$0	0.0%	\$0.00	0.0%	\$0.00
1955-1959	9	0.1%	2	22.2%	1	50.0%	1	0.4%	\$100	1.0%	\$100.00	100.0%	\$100.00
1960-1964	5	0.1%	0	0.0%	0	0.0%	1	0.4%	\$100	1.0%	\$100.00	100.0%	\$50.00
1965-1969	9	0.1%	6	66.7%	5	83.3%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1970-1974	6	0.1%	4	66.7%	2	50.0%	2	0.8%	\$35	0.3%	\$17.50	40.0%	\$5.83
1975-1979	11	0.1%	7	63.6%	3	42.9%	1	0.4%	\$100	1.0%	\$100.00	50.0%	\$25.00
1980-1984	6	0.1%	3	50.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1985-1989	22	0.2%	11	50.0%	4	36.4%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1990-1994	1,073	10.9%	602	56.1%	161	26.7%	14	0.4%	\$19	0.2%	\$19.00	25.0%	\$1.73
1995-1999	1,366	13.9%	688	50.4%	156	22.7%	13	5.8%	\$531	5.3%	\$37.92	8.7%	\$0.88
2000-2004	1,489	15.2%	943	63.3%	235	24.9%	25	10.3%	\$502	5.0%	\$38.60	8.3%	\$0.73
2005-2009	1,618	16.5%	1,021	63.1%	334	32.7%	46	18.9%	\$842	8.3%	\$33.68	10.6%	\$0.89
2010-2014	315	3.2%	186	59.0%	127	68.3%	11	4.5%	\$1,567	15.5%	\$34.07	13.8%	\$1.53
No Year	3,869	39.5%	2,062	53.3%	929	45.1%	128	52.7%	\$397	3.9%	\$36.09	8.7%	\$2.13
Total	9,806	100.0%	5,537	56.5%	1,959	35.4%	243	100.0%	\$10,085	100.0%	\$41.50	12.4%	\$1.82

Highest Grad Range Performance - By Statistical Category									
Number of Records		Number of Completes		Total % Completed		Number of Contacts		Total Contact %	
2005-2009	1,618	2005-2009	1,021	1965-1969	66.7%	2005-2009	334	1945-1949	100.0%
Number of Pledges		Total Dollars		Average Pledge		Pledge Rate		Dollar Raised Per Complete	
2005-2009	46	2005-2009	\$1,567	1950-1954	\$100.00	1950-1954	100.0%	1950-1954	\$100.00

West Virginia State University

Graduation Year Comparison - RESEARCH

Grad Year	Number of Records	% of Total	Number of Completes	Total % Completed	Number of Contacts	Total Contact %	Number of Pledges	% of Total	Total Dollars	% of Total	Average Pledge	Pledge Rate	Dollar Raised Per Complete
1910-1929	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1930-1934	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1935-1939	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1940-1944	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1945-1949	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1950-1954	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1955-1959	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1960-1964	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1965-1969	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1970-1974	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1975-1979	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1980-1984	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1985-1989	1	0.2%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1990-1994	20	4.6%	13	65.0%	8	61.5%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1995-1999	12	2.8%	9	75.0%	3	33.3%	1	10.0%	\$25	5.9%	\$25.00	33.3%	\$2.78
2000-2004	36	8.3%	18	50.0%	6	33.3%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
2005-2009	6	1.4%	3	50.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
2010-2014	1	0.2%	1	100.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
No Year	358	82.5%	203	56.7%	92	45.3%	9	90.0%	\$400	94.1%	\$44.44	9.8%	\$1.97
Total	434	100.0%	247	56.9%	109	44.1%	10	100.0%	\$425	100.0%	\$42.50	9.2%	\$1.72

Highest Grad Range Performance - By Statistical Category					
Number of Records	Number of Completes	Total % Completed	Number of Contacts	Total Contact %	
2000-2004	36	2000-2004	18	2010-2014	100.0%
				1990-1994	8
				1990-1994	61.5%
Number of Pledges	Total Dollars	Average Pledge	Pledge Rate	Dollar Raised Per Complete	
1995-1999	1	1995-1999	\$25	1995-1999	\$25.00
				1995-1999	33.3%
				1995-1999	\$2.78

West Virginia State University

Graduation Year Comparison - 2ND ASK

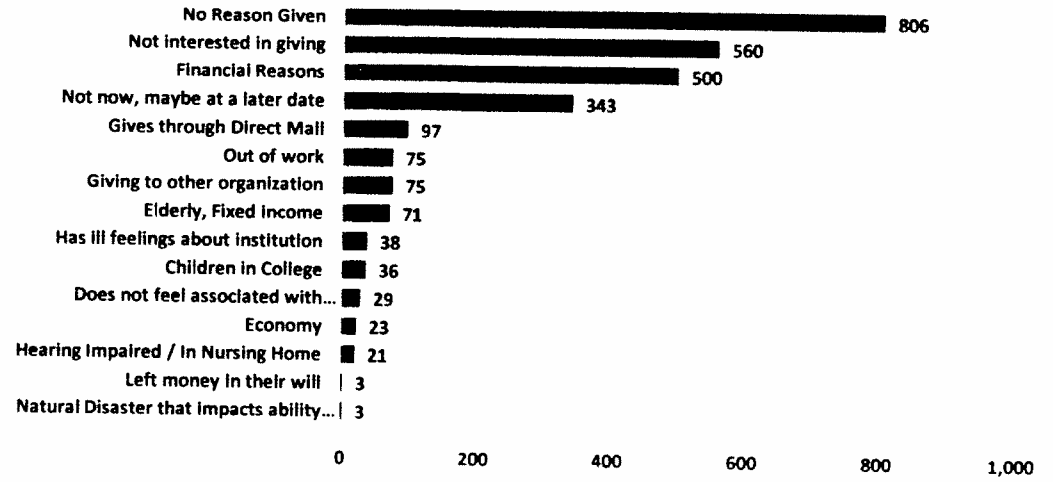
Grad Year	Number of Records	% of Total	Number of Completes	Total % Completed	Number of Contacts	Total Contact %	Number of Pledges	% of Total	Total Dollars	% of Total	Average Pledge	Pledge Rate	Dollar Raised Per Complete
1910-1929	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1930-1934	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1935-1939	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1940-1944	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1945-1949	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1950-1954	2	0.2%	2	100.0%	2	100.0%	1	2.1%	\$25	1.3%	\$25.00	50.0%	\$12.50
1955-1959	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1960-1964	1	0.1%	1	100.0%	1	100.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1965-1969	2	0.2%	1	50.0%	1	50.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1970-1974	1	0.1%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1975-1979	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1980-1984	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1985-1989	0	0.0%	0	0.0%	0	0.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1990-1994	40	4.6%	12	30.0%	12	100.0%	0	0.0%	\$0	0.0%	\$0.00	0.0%	\$0.00
1995-1999	36	4.1%	13	36.1%	11	84.6%	1	2.1%	\$30	1.6%	\$30.00	9.1%	\$2.31
2000-2004	84	9.7%	24	28.6%	18	75.0%	3	6.3%	\$125	6.6%	\$41.67	16.7%	\$5.21
2005-2009	116	13.3%	58	50.0%	51	87.9%	4	8.3%	\$170	9.0%	\$42.50	7.8%	\$2.93
2010-2014	37	4.3%	24	64.9%	21	87.5%	1	2.1%	\$10	0.5%	\$10.00	4.8%	\$0.42
No Year	550	63.3%	312	56.7%	246	78.8%	38	79.2%	\$1,535	81.0%	\$40.39	15.4%	\$4.92
Total	869	100.0%	447	51.4%	363	81.2%	48	100.0%	\$1,895	100.0%	\$39.48	13.2%	\$4.24

Highest Grad Range Performance - By Statistical Category					
Number of Records	Number of Completes	Total % Completed	Number of Contacts	Total Contact %	
2005-2009	116	2005-2009	58	1950-1954	100.0%
				2005-2009	51
				1950-1954	100.0%
Number of Pledges	Total Dollars	Average Pledge	Pledge Rate	Dollar Raised Per Complete	
2005-2009	4	2005-2009	\$170	2005-2009	\$42.50
				1950-1954	50.0%
				1950-1954	\$12.50

West Virginia State University

Refusal Reasons - Combined

Description	# Responses	% of total
No Reason Given	806	30.1%
Not interested in giving	560	20.9%
Financial Reasons	500	18.7%
Not now, maybe at a later date	343	12.8%
Gives through Direct Mail	97	3.6%
Giving to other organization	75	2.8%
Out of work	75	2.8%
Elderly, Fixed Income	71	2.6%
Has ill feelings about Institution	38	1.4%
Children in College	36	1.3%
Does not feel associated with Institution	29	1.1%
Economy	23	0.9%
Hearing Impaired / In Nursing Home	21	0.8%
Natural Disaster that Impacts ability to give	3	0.1%
Left money in their will	3	0.1%
<b>Total</b>	<b>2,680</b>	<b>100.0%</b>

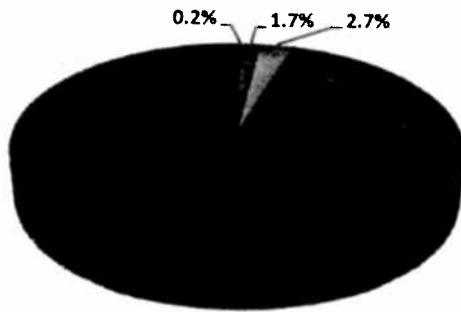


**West Virginia State University**

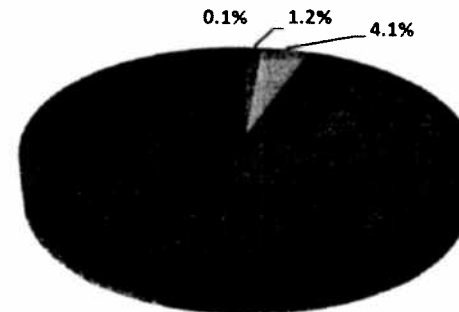
**Credit Card Summary - Combined**

<u>Type of Payment</u>	<u>Number of Pledges</u>	<u>% of Total Pledges</u>	<u>Total Dollars</u>	<u>% of Total Dollars</u>	<u>Average Pledge</u>
Discover	1	0.2%	\$25	0.1%	\$25.00
Mastercard	9	1.7%	\$332	1.2%	\$36.89
Visa	14	2.7%	\$1,150	4.1%	\$82.14
<b>Subtotal</b>	<b>24</b>	<b>4.6%</b>	<b>\$1,507</b>	<b>5.4%</b>	<b>\$62.79</b>
Pledges	498	95.4%	\$26,473	94.6%	\$53.16
<b>Total</b>	<b>522</b>	<b>100.0%</b>	<b>\$27,980</b>	<b>100.0%</b>	<b>\$53.60</b>

Credit Card Pledges



Credit Card Dollars



**West Virginia State University**  
**Pledges By Month Summary - Combined**

<u>Pledge Date</u>	<u>Number of Pledges</u>	<u>Pledge Amount</u>	<u>% of Total Amount</u>	<u>Cumulative Pledges</u>
October, 2010	26	\$1,910	6.8%	\$1,910
November, 2010	212	\$10,880	38.9%	\$12,790
December, 2010	78	\$4,380	15.7%	\$17,170
February, 2011	156	\$8,895	31.8%	\$26,065
March, 2011	50	\$1,915	6.8%	\$27,980
TOTAL	522	\$27,980	100.0%	

## West Virginia State University

### Payments By Month Summary - Combined

<u>Payment Date</u>	<u>Number of Payments</u>	<u>Payment Amount</u>	<u>% of Total Amount</u>	<u>Cumulative Payments</u>
October, 2010	3	\$325	1.2%	\$325
November, 2010	151	\$7,250	25.9%	\$7,575
December, 2010	156	\$9,360	33.5%	\$16,935
January, 2011	6	\$235	0.8%	\$17,170
February, 2011	40	\$2,760	9.9%	\$19,930
March, 2011	125	\$5,111	18.3%	\$25,041
April, 2011	23	\$1,579	5.6%	\$26,620
May, 2011	12	\$540	1.9%	\$27,160
June, 2011	10	\$700	2.5%	\$27,860
July, 2011	1	\$20	0.1%	\$27,880
August, 2011	1	\$20	0.1%	\$27,900
September, 2011	1	\$20	0.1%	\$27,920
October, 2011	1	\$20	0.1%	\$27,940
November, 2011	1	\$20	0.1%	\$27,960
December, 2011	1	\$20	0.1%	\$27,980
<b>TOTAL</b>	<b>532</b>	<b>\$27,980</b>	<b>100.0%</b>	

**West Virginia State University**

**State Comparison - Combined (Top Ten By Number of Contacts)**

<u>State</u>	<u>Number of Records</u>	<u>% of Total</u>	<u>Number of Completes</u>	<u>Total % Completed</u>	<u>Number of Contacts</u>	<u>Total Contact %</u>	<u>Number of Pledges</u>	<u>% of Total</u>	<u>Total Dollars</u>	<u>% of Total</u>	<u>Average Pledge</u>	<u>Pledge Rate</u>	<u>Dollar Raised Per Complete</u>
West Virginia	9,877	72.2%	5,745	58.2%	2,174	37.8%	239	45.8%	\$10,190	36.4%	\$42.64	11.0%	\$1.77
Ohio	481	3.5%	291	60.5%	143	49.1%	29	5.6%	\$1,762	6.3%	\$60.76	20.3%	\$6.05
Virginia	345	2.5%	190	55.1%	92	48.4%	24	4.6%	\$1,407	5.0%	\$58.62	26.1%	\$7.40
Maryland	344	2.5%	179	52.0%	91	50.8%	22	4.2%	\$1,605	5.7%	\$72.95	24.2%	\$8.97
Pennsylvania	217	1.6%	142	65.4%	78	54.9%	23	4.4%	\$1,237	4.4%	\$53.78	29.5%	\$8.71
North Carolina	271	2.0%	158	58.3%	72	45.6%	16	3.1%	\$775	2.8%	\$48.44	22.2%	\$4.91
Florida	271	2.0%	158	58.3%	63	39.9%	13	2.5%	\$630	2.3%	\$48.46	20.6%	\$3.99
District of Columbia	149	1.1%	97	65.1%	55	56.7%	19	3.6%	\$1,380	4.9%	\$72.63	34.5%	\$14.23
California	127	0.9%	80	63.0%	49	61.3%	15	2.9%	\$1,325	4.7%	\$88.33	30.6%	\$16.56
Michigan	178	1.3%	95	53.4%	49	51.6%	18	3.1%	\$1,050	3.8%	\$65.63	32.7%	\$11.05
Others	1,429	10.4%	814	57.0%	373	45.8%	106	20.3%	\$6,619	23.7%	\$62.44	28.4%	\$8.13
<b>Total</b>	<b>13,689</b>	<b>100.0%</b>	<b>7,949</b>	<b>58.1%</b>	<b>3,239</b>	<b>40.7%</b>	<b>522</b>	<b>100.0%</b>	<b>\$27,980</b>	<b>100.0%</b>	<b>\$53.60</b>	<b>16.1%</b>	<b>\$3.52</b>



West Virginia State University

Area Code Comparison - Combined (Top Ten By Number of Contacts)

<u>Area Code</u>	<u>Number of Records</u>	<u>% of Total</u>	<u>Number of Completes</u>	<u>Total % Completed</u>	<u>Number of Contacts</u>	<u>Total Contact %</u>	<u>Number of Pledges</u>	<u>% of Total</u>	<u>Total Dollars</u>	<u>% of Total</u>	<u>Average Pledge</u>	<u>Pledge Rate</u>	<u>Dollar Raised Per Complete</u>
304 (Charleston, WV)	10,032	73.3%	5,890	58.7%	2,184	37.1%	242	46.4%	\$10,235	36.6%	\$42.29	11.1%	\$1.74
301 (Silver Spring, MD)	216	1.6%	109	50.5%	61	56.0%	13	2.5%	\$975	3.5%	\$75.00	21.3%	\$8.94
202 (Washington, DC)	147	1.1%	96	65.3%	55	57.3%	19	3.6%	\$1,380	4.9%	\$72.63	34.5%	\$14.38
614 (Columbus, OH)	137	1.0%	76	55.5%	38	50.0%	7	1.3%	\$600	2.1%	\$85.71	18.4%	\$7.89
313 (Detroit, MI)	108	0.8%	57	52.8%	32	56.1%	10	1.9%	\$725	2.6%	\$72.50	31.3%	\$12.72
757 (Virginia Bch, VA)	76	0.6%	46	60.5%	29	63.0%	8	1.5%	\$515	1.8%	\$64.38	27.6%	\$11.20
216 (Cleveland, OH)	99	0.7%	59	59.6%	29	49.2%	4	0.8%	\$200	0.7%	\$50.00	13.8%	\$3.39
704 (Charlotte, NC)	93	0.7%	47	50.5%	28	59.6%	3	0.6%	\$120	0.4%	\$40.00	10.7%	\$2.55
215 (Philadelphia, PA)	76	0.6%	49	64.5%	28	57.1%	7	1.3%	\$475	1.7%	\$67.86	25.0%	\$9.69
410 (Baltimore, MD)	96	0.7%	52	54.2%	25	48.1%	9	1.7%	\$630	2.3%	\$70.00	36.0%	\$12.12
Others	2,609	19.1%	1,468	56.3%	730	49.7%	200	38.3%	\$12,125	43.3%	\$60.62	27.4%	\$8.26
Total	13,689	100.0%	7,949	58.1%	3,239	40.7%	522	100.0%	\$27,980	100.0%	\$53.60	16.1%	\$3.52

West Virginia State University

3-Digit Zip Code Comparison -- Combined (Top Ten By Number of Contacts)

<u>Zip Codes</u>	<u>Number of Records</u>	<u>% of Total</u>	<u>Number of Completes</u>	<u>Total % Completed</u>	<u>Number of Contacts</u>	<u>Total Contact %</u>	<u>Number of Pledges</u>	<u>% of Total</u>	<u>Total Dollars</u>	<u>% of Total</u>	<u>Average Pledge</u>	<u>Pledge Rate</u>	<u>Dollar Raised Per Complete</u>
253 (Charleston, WV)	3,731	27.3%	2,161	57.9%	815	37.7%	101	19.3%	\$3,557	12.7%	\$35.22	12.4%	\$1.65
251 (Saint Albans, WV)	2,179	15.9%	1,262	57.9%	471	37.3%	46	8.8%	\$1,642	5.9%	\$35.70	9.8%	\$1.30
255 (Hurricane, WV)	1,233	9.0%	710	57.6%	306	43.1%	26	5.0%	\$1,104	3.9%	\$42.46	8.5%	\$1.55
250 (Dunbar, WV)	1,368	10.0%	809	59.1%	289	35.7%	38	7.3%	\$1,610	5.8%	\$42.37	13.1%	\$1.99
252 (Winfield, WV)	542	4.0%	323	59.6%	130	40.2%	8	1.5%	\$210	0.8%	\$26.25	6.2%	\$0.65
200 (Washington, DC)	149	1.1%	97	65.1%	55	56.7%	19	3.6%	\$1,380	4.9%	\$72.63	34.5%	\$14.23
207 (Temple Hills, MD)	137	1.0%	64	46.7%	37	57.8%	9	1.7%	\$770	2.8%	\$85.56	24.3%	\$12.03
482 (Detroit, MI)	102	0.7%	52	51.0%	32	61.5%	11	2.1%	\$750	2.7%	\$68.18	34.4%	\$14.42
441 (Cleveland, OH)	99	0.7%	57	57.6%	31	54.4%	4	0.8%	\$200	0.7%	\$50.00	12.9%	\$3.51
432 (Columbus, OH)	97	0.7%	58	59.8%	30	51.7%	7	1.3%	\$600	2.1%	\$85.71	23.3%	\$10.34
Others	4,052	29.6%	2,356	58.1%	1,043	44.3%	253	48.5%	\$16,157	57.7%	\$63.86	24.3%	\$6.86
Total	13,689	100.0%	7,949	58.1%	3,239	40.7%	522	100.0%	\$27,980	100.0%	\$53.60	16.1%	\$3.52

West Virginia State University

Telephone Research Code Comparison - Combined

<u>Telephone Research Code</u>	<u>Number of Records</u>	<u>% of Total</u>	<u>Number of Completes</u>	<u>Total % Completed</u>	<u>Number of Contacts</u>	<u>Total Contact %</u>	<u>Number of Pledges</u>	<u>% of Total</u>	<u>Total Dollars</u>	<u>% of Total</u>	<u>Average Pledge</u>	<u>Pledge Rate</u>	<u>Dollar Raised Per Complete</u>
Added	3,018	22.0%	1,629	54.0%	818	50.2%	124	23.8%	\$6,929	24.8%	\$55.88	15.2%	\$4.25
Changed	1,901	13.9%	1,042	54.8%	469	45.0%	80	15.3%	\$4,010	14.3%	\$50.13	17.1%	\$3.85
Unverified	4,858	35.5%	3,217	66.2%	743	23.1%	119	22.8%	\$6,442	23.0%	\$54.13	16.0%	\$2.00
Verified	3,912	28.6%	2,061	52.7%	1,209	58.7%	199	38.1%	\$10,599	37.9%	\$53.26	16.5%	\$5.14
Total	13,689	100.0%	7,949	58.1%	3,239	40.7%	522	100.0%	\$27,980	100.0%	\$53.60	16.1%	\$3.52

**West Virginia State University**  
**Upgrade Level Summary - Combined**

Last gift	No. of Pledges	% of Total	Current Pledge Amount		Last Gift Amount		+ / -	% of Upgrade
			Total Dollars	Avg. Gift	Total Dollars	Avg. Gift		
<b>\$1-34</b>								
Upgrade	56	50.5%	\$3,210	\$57.32	\$959	\$17.13	\$40.20	234.72%
Equal	46	41.4%	\$885	\$19.24	\$885	\$19.24	\$0.00	0.00%
Less	9	8.1%	\$115	\$12.78	\$215	\$23.89	(\$11.11)	-46.51%
<b>Sub Total</b>	<b>111</b>	<b>100.0%</b>	<b>\$4,210</b>	<b>\$37.93</b>	<b>\$2,059</b>	<b>\$18.55</b>	<b>\$19.38</b>	<b>104.47%</b>
<b>\$35 - 49</b>								
Upgrade	5	83.3%	\$515	\$103.00	\$204	\$40.70	\$62.30	153.07%
Equal	1	16.7%	\$40	\$40.00	\$40	\$40.00	\$0.00	0.00%
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
<b>Sub Total</b>	<b>6</b>	<b>100.0%</b>	<b>\$555</b>	<b>\$92.50</b>	<b>\$244</b>	<b>\$40.58</b>	<b>\$51.92</b>	<b>127.93%</b>
<b>\$50 - 99</b>								
Upgrade	17	29.3%	\$1,370	\$80.59	\$875	\$51.47	\$29.12	56.57%
Equal	28	48.3%	\$1,400	\$50.00	\$1,400	\$50.00	\$0.00	0.00%
Less	13	22.4%	\$380	\$29.23	\$750	\$57.69	(\$28.46)	-49.33%
<b>Sub Total</b>	<b>58</b>	<b>100.0%</b>	<b>\$3,150</b>	<b>\$54.31</b>	<b>\$3,025</b>	<b>\$52.16</b>	<b>\$2.16</b>	<b>4.13%</b>
<b>\$100 - 249</b>								
Upgrade	17	27.4%	\$2,750	\$161.76	\$2,000	\$117.65	\$44.12	37.50%
Equal	20	32.3%	\$2,200	\$110.00	\$2,200	\$110.00	\$0.00	0.00%
Less	25	40.3%	\$1,375	\$55.00	\$3,440	\$137.60	(\$82.60)	-60.03%
<b>Sub Total</b>	<b>62</b>	<b>100.0%</b>	<b>\$6,325</b>	<b>\$102.02</b>	<b>\$7,640</b>	<b>\$123.23</b>	<b>(\$21.21)</b>	<b>-17.21%</b>
<b>\$250 - 499</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	4	36.4%	\$1,000	\$250.00	\$1,000	\$250.00	\$0.00	0.00%
Less	7	63.6%	\$800	\$114.29	\$1,950	\$278.57	(\$164.29)	-58.97%
<b>Sub Total</b>	<b>11</b>	<b>100.0%</b>	<b>\$1,800</b>	<b>\$163.64</b>	<b>\$2,950</b>	<b>\$268.18</b>	<b>(\$104.55)</b>	<b>-38.98%</b>

Last gift	No. of Pledges	% of Total	Current Pledge Amount		Last Gift Amount		+ / -	% of Upgrade
			Total Dollars	Avg. Gift	Total Dollars	Avg. Gift		
<b>\$500 - 999</b>								
Upgrade	1	100.0%	\$525	\$525.00	\$500	\$500.00	\$25.00	5.00%
Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
<b>Sub Total</b>	<b>1</b>	<b>100.0%</b>	<b>\$525</b>	<b>\$525.00</b>	<b>\$500</b>	<b>\$500.00</b>	<b>\$25.00</b>	<b>5.00%</b>
<b>\$1,000 +</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Less	1	100.0%	\$20	\$20.00	\$1,000	\$1,000.00	(\$980.00)	-98.00%
<b>Sub Total</b>	<b>1</b>	<b>100.0%</b>	<b>\$20</b>	<b>\$20.00</b>	<b>\$1,000</b>	<b>\$1,000.00</b>	<b>(\$980.00)</b>	<b>-98.00%</b>
<b>Total</b>								
Upgrade	96	38.4%	\$8,370	\$87.19	\$4,538	\$47.27	\$39.92	84.46%
Equal	99	39.6%	\$5,525	\$55.81	\$5,525	\$55.81	\$0.00	0.00%
Less	55	22.0%	\$2,690	\$48.91	\$7,355	\$133.73	(\$84.82)	-63.43%
<b>Total</b>	<b>250</b>	<b>100.0%</b>	<b>\$16,585</b>	<b>\$66.34</b>	<b>\$17,418</b>	<b>\$69.67</b>	<b>(\$3.33)</b>	<b>-4.78%</b>
<b>Totals without 250+ Group</b>								
Upgrade	95	40.1%	\$7,845	\$82.58	\$4,038	\$42.50	\$40.08	94.30%
Equal	95	40.1%	\$4,525	\$47.63	\$4,525	\$47.63	\$0.00	0.00%
Less	47	19.8%	\$1,870	\$39.79	\$4,405	\$93.72	(\$53.94)	-57.55%
<b>Total</b>	<b>237</b>	<b>100.0%</b>	<b>\$14,240</b>	<b>\$60.08</b>	<b>\$12,968</b>	<b>\$54.72</b>	<b>\$5.37</b>	<b>9.81%</b>

Please Note: Upgrade % is calculated based on last gift amount regardless of last gift date

West Virginia State University

Upgrade Level Summary - LYBUNTS

Last gift	No. of Pledges	% of Total	Current Pledge Amount		Last Gift Amount		+/-	% of Upgrade
			Total Dollars	Avg. Gift	Total Dollars	Avg. Gift		
<b>\$1-34</b>								
Upgrade	3	50.0%	\$100	\$33.33	\$50	\$16.67	\$16.67	100.00%
Equal	3	50.0%	\$65	\$21.67	\$65	\$21.67	\$0.00	0.00%
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
<b>Sub Total</b>	<b>6</b>	<b>100.0%</b>	<b>\$165</b>	<b>\$27.50</b>	<b>\$115</b>	<b>\$19.17</b>	<b>\$8.33</b>	<b>43.48%</b>
<b>\$35 - 49</b>								
Upgrade	1	50.0%	\$280	\$280.00	\$40	\$40.00	\$240.00	600.00%
Equal	1	50.0%	\$40	\$40.00	\$40	\$40.00	\$0.00	0.00%
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
<b>Sub Total</b>	<b>2</b>	<b>100.0%</b>	<b>\$320</b>	<b>\$160.00</b>	<b>\$80</b>	<b>\$40.00</b>	<b>\$120.00</b>	<b>300.00%</b>
<b>\$50 - 99</b>								
Upgrade	3	42.9%	\$225	\$75.00	\$150	\$50.00	\$25.00	50.00%
Equal	4	57.1%	\$200	\$50.00	\$200	\$50.00	\$0.00	0.00%
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
<b>Sub Total</b>	<b>7</b>	<b>100.0%</b>	<b>\$425</b>	<b>\$60.71</b>	<b>\$350</b>	<b>\$50.00</b>	<b>\$10.71</b>	<b>21.43%</b>
<b>\$100 - 249</b>								
Upgrade	6	40.0%	\$775	\$129.17	\$600	\$100.00	\$29.17	29.17%
Equal	7	46.7%	\$700	\$100.00	\$700	\$100.00	\$0.00	0.00%
Less	2	13.3%	\$125	\$62.50	\$250	\$125.00	(\$62.50)	-50.00%
<b>Sub Total</b>	<b>15</b>	<b>100.0%</b>	<b>\$1,600</b>	<b>\$106.67</b>	<b>\$1,550</b>	<b>\$103.33</b>	<b>\$3.33</b>	<b>3.23%</b>
<b>\$250 - 499</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	3	75.0%	\$750	\$250.00	\$750	\$250.00	\$0.00	0.00%
Less	1	25.0%	\$100	\$100.00	\$250	\$250.00	(\$150.00)	-60.00%
<b>Sub Total</b>	<b>4</b>	<b>100.0%</b>	<b>\$850</b>	<b>\$212.50</b>	<b>\$1,000</b>	<b>\$250.00</b>	<b>(\$37.50)</b>	<b>-15.00%</b>

Last gift	No. of Pledges	% of Total	Current Pledge Amount		Last Gift Amount		+/-	% of Upgrade
			Total Dollars	Avg. Gift	Total Dollars	Avg. Gift		
<b>\$500 - 999</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
<b>Sub Total</b>	<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>
<b>\$1,000 +</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
<b>Sub Total</b>	<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>
<b>Total</b>								
Upgrade	13	38.2%	\$1,380	\$106.15	\$840	\$64.62	\$41.54	64.29%
Equal	18	52.9%	\$1,755	\$97.50	\$1,755	\$97.50	\$0.00	0.00%
Less	3	8.8%	\$225	\$75.00	\$500	\$166.67	(\$91.67)	-55.00%
<b>Total</b>	<b>34</b>	<b>100.0%</b>	<b>\$3,360</b>	<b>\$98.82</b>	<b>\$3,095</b>	<b>\$91.03</b>	<b>\$7.79</b>	<b>8.56%</b>
<b>Totals without 250+ Group</b>								
Upgrade	13	43.3%	\$1,380	\$106.15	\$840	\$64.62	\$41.54	64.29%
Equal	15	50.0%	\$1,005	\$67.00	\$1,005	\$67.00	\$0.00	0.00%
Less	2	6.7%	\$125	\$62.50	\$250	\$125.00	(\$62.50)	-50.00%
<b>Total</b>	<b>30</b>	<b>100.0%</b>	<b>\$2,510</b>	<b>\$83.67</b>	<b>\$2,095</b>	<b>\$69.83</b>	<b>\$13.83</b>	<b>19.81%</b>

West Virginia State University

Upgrade Level Summary-- RESEARCH

Last gift	No. of Pledges	% of Total	Current Pledge Amount		Last Gift Amount		+/-	% of Upgrade
			Total Dollars	Avg. Gift	Total Dollars	Avg. Gift		
<b>\$1-34</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	1	50.0%	\$25	\$25.00	\$25	\$25.00	\$0.00	0.00%
Less	1	50.0%	\$25	\$25.00	\$30	\$30.00	(\$5.00)	-16.67%
<b>Sub Total</b>	<b>2</b>	<b>100.0%</b>	<b>\$50</b>	<b>\$25.00</b>	<b>\$55</b>	<b>\$27.50</b>	<b>(\$2.50)</b>	<b>-9.09%</b>
<b>\$35 - 49</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
<b>Sub Total</b>	<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>
<b>\$50 - 99</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Less	1	100.0%	\$25	\$25.00	\$50	\$50.00	(\$25.00)	-50.00%
<b>Sub Total</b>	<b>1</b>	<b>100.0%</b>	<b>\$25</b>	<b>\$25.00</b>	<b>\$50</b>	<b>\$50.00</b>	<b>(\$25.00)</b>	<b>-50.00%</b>
<b>\$100 - 249</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
<b>Sub Total</b>	<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>
<b>\$250 - 499</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
<b>Sub Total</b>	<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>

Last gift	No. of Pledges	% of Total	Current Pledge Amount		Last Gift Amount		+/-	% of Upgrade
			Total Dollars	Avg. Gift	Total Dollars	Avg. Gift		
<b>\$500 - 999</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
<b>Sub Total</b>	<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>
<b>\$1,000 +</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
<b>Sub Total</b>	<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>
<b>Total</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	1	33.3%	\$25	\$25.00	\$25	\$25.00	\$0.00	0.00%
Less	2	66.7%	\$50	\$25.00	\$80	\$40.00	(\$15.00)	-37.50%
<b>Total</b>	<b>3</b>	<b>100.0%</b>	<b>\$75</b>	<b>\$25.00</b>	<b>\$105</b>	<b>\$35.00</b>	<b>(\$10.00)</b>	<b>-28.57%</b>
<b>Totals without 250+ Group</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	1	33.3%	\$25	\$25.00	\$25	\$25.00	\$0.00	0.00%
Less	2	66.7%	\$50	\$25.00	\$80	\$40.00	(\$15.00)	-37.50%
<b>Total</b>	<b>3</b>	<b>100.0%</b>	<b>\$75</b>	<b>\$25.00</b>	<b>\$105</b>	<b>\$35.00</b>	<b>(\$10.00)</b>	<b>-28.57%</b>

**West Virginia State University**  
**Upgrade Level Summary - FACULTY AND STAFF**

Last gift	No. of Pledges	% of Total	Current Pledge Amount		Last Gift Amount		+/-	% of Upgrade	Last gift	No. of Pledges	% of Total	Current Pledge Amount		Last Gift Amount		+/-	% of Upgrade
			Total Dollars	Avg. Gift	Total Dollars	Avg. Gift						Total Dollars	Avg. Gift	Total Dollars	Avg. Gift		
<b>\$1-34</b>									<b>\$500 - 999</b>								
Upgrade	8	72.7%	\$1,430	\$178.75	\$85	\$10.63	\$168.13	1582.35%	Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	2	18.2%	\$25	\$12.50	\$25	\$12.50	\$0.00	0.00%	Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Less	1	9.1%	\$5	\$5.00	\$20	\$20.00	(\$15.00)	-75.00%	Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
<b>Sub Total</b>	<b>11</b>	<b>100.0%</b>	<b>\$1,460</b>	<b>\$132.73</b>	<b>\$130</b>	<b>\$11.82</b>	<b>\$120.91</b>	<b>1023.08%</b>	<b>Sub Total</b>	<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>
<b>\$35 - 49</b>									<b>\$1,000 +</b>								
Upgrade	1	100.0%	\$60	\$60.00	\$40	\$40.00	\$20.00	50.00%	Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%	Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%	Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
<b>Sub Total</b>	<b>1</b>	<b>100.0%</b>	<b>\$60</b>	<b>\$60.00</b>	<b>\$40</b>	<b>\$40.00</b>	<b>\$20.00</b>	<b>50.00%</b>	<b>Sub Total</b>	<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>
<b>\$50 - 99</b>									<b>Total</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%	Upgrade	9	75.0%	\$1,490	\$165.56	\$125	\$13.89	\$151.67	1092.00%
Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%	Equal	2	16.7%	\$25	\$12.50	\$25	\$12.50	\$0.00	0.00%
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%	Less	1	8.3%	\$5	\$5.00	\$20	\$20.00	(\$15.00)	-75.00%
<b>Sub Total</b>	<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>	<b>Total</b>	<b>12</b>	<b>100.0%</b>	<b>\$1,520</b>	<b>\$126.67</b>	<b>\$170</b>	<b>\$14.17</b>	<b>\$112.50</b>	<b>794.12%</b>
<b>\$100 - 249</b>									<b>Totals without 250+ Group</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%	Upgrade	9	75.0%	\$1,490	\$165.56	\$125	\$13.89	\$151.67	1092.00%
Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%	Equal	2	16.7%	\$25	\$12.50	\$25	\$12.50	\$0.00	0.00%
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%	Less	1	8.3%	\$5	\$5.00	\$20	\$20.00	(\$15.00)	-75.00%
<b>Sub Total</b>	<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>	<b>Total</b>	<b>12</b>	<b>100.0%</b>	<b>\$1,520</b>	<b>\$126.67</b>	<b>\$170</b>	<b>\$14.17</b>	<b>\$112.50</b>	<b>794.12%</b>
<b>\$250 - 499</b>																	
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%									
Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%									
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%									
<b>Sub Total</b>	<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>									

**West Virginia State University**  
**Upgrade Level Summary - 2ND ASK**

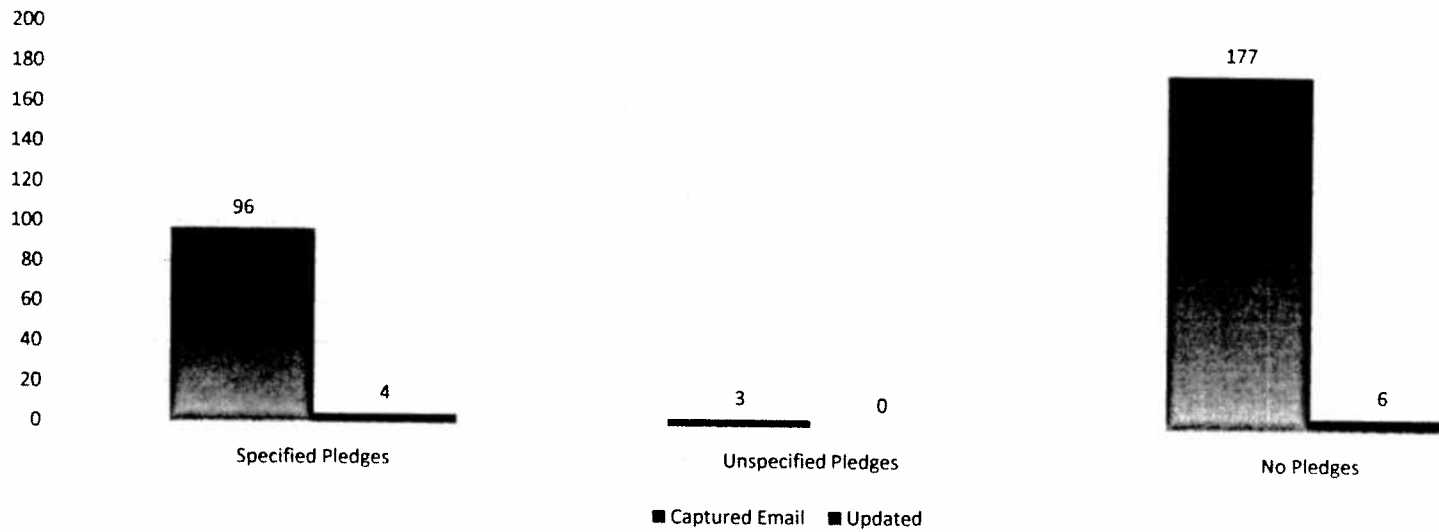
<u>Last gift</u>	<u>No. of Pledges</u>	<u>% of Total</u>	<u>Current Pledge Amount</u>		<u>Last Gift Amount</u>		<u>+/-</u>	<u>% of Upgrade</u>	<u>Last gift</u>	<u>No. of Pledges</u>	<u>% of Total</u>	<u>Current Pledge Amount</u>		<u>Last Gift Amount</u>		<u>+/-</u>	<u>% of Upgrade</u>
			<u>Total Dollars</u>	<u>Avg. Gift</u>	<u>Total Dollars</u>	<u>Avg. Gift</u>						<u>Total Dollars</u>	<u>Avg. Gift</u>	<u>Total Dollars</u>	<u>Avg. Gift</u>		
<b>\$1-34</b>									<b>\$500 - 999</b>								
Upgrade	10	58.8%	\$320	\$32.00	\$168	\$16.80	\$15.20	90.48%	Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	5	29.4%	\$110	\$22.00	\$110	\$22.00	\$0.00	0.00%	Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Less	2	11.8%	\$35	\$17.50	\$55	\$27.50	(\$10.00)	-36.36%	Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
<b>Sub Total</b>	<b>17</b>	<b>100.0%</b>	<b>\$465</b>	<b>\$27.35</b>	<b>\$333</b>	<b>\$19.59</b>	<b>\$7.76</b>	<b>39.64%</b>	<b>Sub Total</b>	<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>
<b>\$35 - 49</b>									<b>\$1,000 +</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%	Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%	Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%	Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%
<b>Sub Total</b>	<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>	<b>Sub Total</b>	<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>
<b>\$50 - 99</b>									<b>Total</b>								
Upgrade	2	22.2%	\$170	\$85.00	\$100	\$50.00	\$35.00	70.00%	Upgrade	12	40.0%	\$490	\$40.83	\$268	\$22.33	\$18.50	82.84%
Equal	5	55.6%	\$250	\$50.00	\$250	\$50.00	\$0.00	0.00%	Equal	10	33.3%	\$360	\$36.00	\$360	\$36.00	\$0.00	0.00%
Less	2	22.2%	\$50	\$25.00	\$100	\$50.00	(\$25.00)	-50.00%	Less	8	26.7%	\$210	\$26.25	\$755	\$94.38	(\$68.13)	-72.19%
<b>Sub Total</b>	<b>9</b>	<b>100.0%</b>	<b>\$470</b>	<b>\$52.22</b>	<b>\$450</b>	<b>\$50.00</b>	<b>\$2.22</b>	<b>4.44%</b>	<b>Total</b>	<b>30</b>	<b>100.0%</b>	<b>\$1,060</b>	<b>\$35.33</b>	<b>\$1,383</b>	<b>\$46.10</b>	<b>(\$10.77)</b>	<b>-23.36%</b>
<b>\$100 - 249</b>									<b>Totals without 250+ Group</b>								
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%	Upgrade	12	40.0%	\$490	\$40.83	\$268	\$22.33	\$18.50	82.84%
Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%	Equal	10	33.3%	\$360	\$36.00	\$360	\$36.00	\$0.00	0.00%
Less	4	100.0%	\$125	\$31.25	\$600	\$150.00	(\$118.75)	-79.17%	Less	8	26.7%	\$210	\$26.25	\$755	\$94.38	(\$68.13)	-72.19%
<b>Sub Total</b>	<b>4</b>	<b>100.0%</b>	<b>\$125</b>	<b>\$31.25</b>	<b>\$600</b>	<b>\$150.00</b>	<b>(\$118.75)</b>	<b>-79.17%</b>	<b>Total</b>	<b>30</b>	<b>100.0%</b>	<b>\$1,060</b>	<b>\$35.33</b>	<b>\$1,383</b>	<b>\$46.10</b>	<b>(\$10.77)</b>	<b>-23.36%</b>
<b>\$250 - 499</b>																	
Upgrade	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%									
Equal	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%									
Less	0	0.0%	\$0	\$0.00	\$0	\$0.00	\$0.00	0.00%									
<b>Sub Total</b>	<b>0</b>	<b>0.0%</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>0.00%</b>									



## West Virginia State University

### Email Collection

	Specified Pledges		Unspecified Pledges		No Pledges		Total	
	Count	%	Count	%	Count	%	Count	%
Captured Emails	96	96.0%	3	100.0%	177	96.7%	276	96.5%
Updated	4	4.0%	0	0.0%	6	3.3%	10	3.5%
<b>Total</b>	<b>100</b>	<b>100.0%</b>	<b>3</b>	<b>100.0%</b>	<b>183</b>	<b>100.0%</b>	<b>286</b>	<b>100.0%</b>



# West Virginia State University

## Cell Phone Number Collection

	Count	%
Captured	35	100.0%
Updated	0	0.0%
<b>Total</b>	<b>35</b>	<b>100.0%</b>

