2010 COST OF FUNDRAISING SUMMARY

USM AVERAGES	FY10	FY09	FY08	FY07	FY06	FY05	FY04	FY03	FY02	FY01	FY00
Costs Based on Alumni & Development Costs *(including UMCES and UMBI)*											
Cost to Raise $1	$0.17	$0.15	$0.16	$0.18	$0.15	$0.14	$0.15	$0.16	$0.16	$0.16	$0.18
$'s Raised for each $ Spent	$5.75	$6.59	$6.17	$5.58	$6.50	$7.38	$6.72	$6.38	$6.11	$6.36	$5.51
Costs Based on Alumni & Development Costs *(excluding UMCES and UMBI)*											
Cost to Raise $1	$0.17	$0.15	$0.16	$0.18	$0.16	$0.14	$0.15	$0.16	$0.16	$0.13	$0.15
$'s Raised for each $ Spent	$5.75	$6.59	$6.18	$5.54	$6.44	$7.33	$6.72	$6.36	$6.11	$7.87	$6.74
Costs Based on Development Costs Only *(including UMCES and UMBI)*											
Cost to Raise $1	$0.14	$0.12	$0.13	$0.15	$0.12	$0.11	$0.12	$0.13	$0.13	$0.15	
$'s Raised for each $ Spent	$7.07	$8.11	$7.48	$6.88	$8.06	$9.20	$8.45	$7.59	$7.59	$6.75	
Costs Based on Development Costs Only *(excluding UMCES and UMBI)*											
Cost to Raise $1	$0.14	$0.12	$0.13	$0.15	$0.13	$0.11	$0.12	$0.13	$0.13	$0.12	
$'s Raised for each $ Spent	$7.07	$8.11	$7.50	$6.85	$7.99	$9.16	$8.47	$7.59	$7.59	$8.34	