

# 2023 Fundraising Trends at the Nation's Medical Schools, Academic Health Systems, and Teaching Hospitals



Each year, the AAMC conducts a national benchmarking survey to measure the impact, costs, and staffing of fundraising at its member medical schools, academic health systems, and teaching hospitals. These survey data are used by medical school deans, teaching hospital and health system CEOs, chief development officers, and other academic medicine leaders to assess the effectiveness of their institutional development programs. Through the survey's annual compilation and analysis of data, medical schools, academic health systems, and teaching hospitals can also identify philanthropic trends useful for development planning and management.

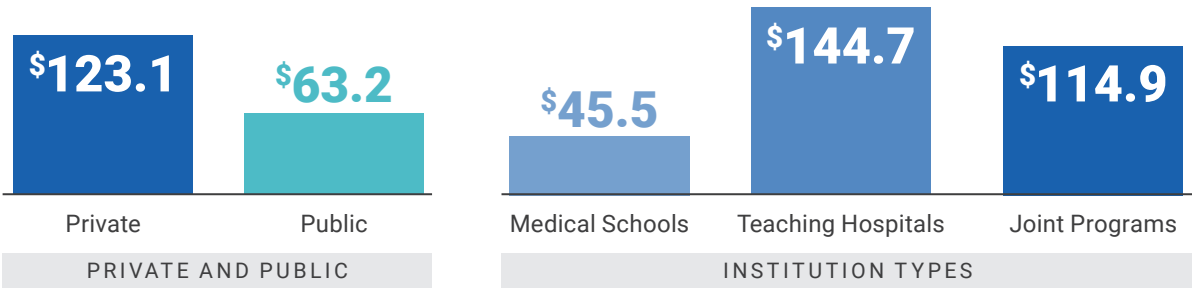
Highlighted here are key results from the 2023 survey of 127 institutions (reporting 2022-2023 gift year data) as of Aug. 20, 2024.

## TOTAL PRIVATE SUPPORT

**\$94.1 million**  
Mean total private support  
per institution in 2022-2023

**7.1% increase**  
from \$87.9 million  
per institution in 2021-2022

Mean total private support per institution in 2022-2023 (MILLIONS OF DOLLARS)



## FUNDRAISING COSTS AND RETURN ON INVESTMENT

**\$10.8 million**  
Mean fundraising cost  
per institution in 2022-2023

**27.2% increase**  
from 2021-2022

**11¢** in 2021-2022 | **14¢** in 2022-2023  
Median fundraising cost  
per dollar raised

**\$9.24** in 2021-2022 | **\$7.28** in 2022-2023  
Median return on investment  
per dollar invested

## GIFTS OF \$1 MILLION+



**1,994** | **1,988**  
in 2021-2022 | in 2022-2023

Total reported gifts and pledges  
over \$1 million



**354** of the gifts and pledges  
reported in 2022-2023 were  
greater than \$5 million

## INSTITUTIONAL GIVING

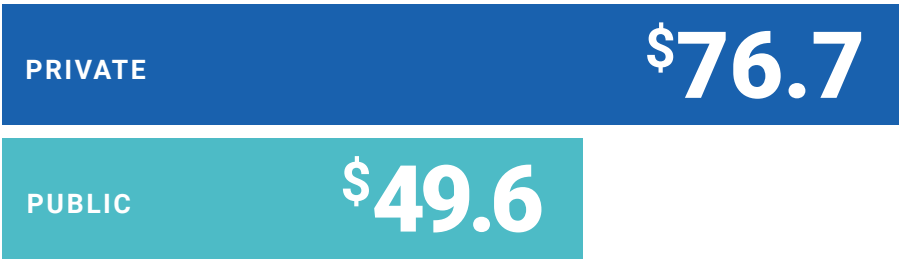


**\$57.5 million** in 2021-2022 | **\$63.5 million** in 2022-2023

Mean total private support from institutions and organizations per institution

**10.3% increase**

Mean total support from institutions and organizations  
per institution in 2022-2023 (MILLIONS OF DOLLARS)



**\$110,493** in 2021-2022 | **\$101,360** in 2022-2023

Average gift from institutions and organizations per institution

**8.3% decrease**

Mean gift size from institutions and organizations  
per institution in 2022-2023

