Each year, the AAMC conducts a national benchmarking survey to measure the impact, costs, and staffing of fundraising at its member medical schools and teaching hospitals. This survey helps medical school deans and teaching hospital CEOs assess the effectiveness of their institutional development programs. Through the survey’s annual compilation and analysis of data, medical schools and teaching hospitals can also identify philanthropic trends useful for development planning and management.

Highlighted here are key results from the 2017 survey of 129 institutions (reporting 2016-2017 gift year data).

### Overall philanthropic support

- **$71.0 million**
  - Mean total philanthropic support per institution in 2016-2017
  - **3.4%** increase from $68.6 million per institution in 2015-2016

### Fundraising costs and return on investment

- **$7.6 million**
  - Mean fundraising cost per institution
  - **6.7%** increase over 2015-2016

- **12¢**
  - Median fundraising cost per dollar raised

- **$8.09**
  - Median return on investment per dollar invested

### Gifts of $1 million+

- **1,602**
  - Gifts over $1 million
  - **242** of these gifts were greater than $5 million

### Campaigns

- **60%**
  - Of all institutions were involved in a fundraising campaign in 2016-2017

### Median campaign goals

- **$200**
  - In medical schools (millions of dollars)

- **$400**
  - In teaching hospitals (millions of dollars)

- **$858**
  - In joint programs (millions of dollars)

### Scholarships

- **$1.4 million**
  - Median total support raised for medical student scholarships per institution

### Median scholarship support raised per institution

- **$2.2**
  - In private institutions (millions of dollars)

- **$1.0**
  - In public institutions (millions of dollars)

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Participating institutions have access to the online database and benchmarking reports:

aamc.org/developmentsurvey