

Annual Fund Gift Range Chart---\$100,000 Goal

<u>\$ Gift Range</u>	<u># Of Gifts</u>	<u>Cumulative # Of Gifts</u>	<u># Of Prospects</u>	<u>Cumulative # Of Prospects</u>	<u>\$ Per Range</u>	<u>\$ Cumulative</u>
5,000	2	2	10 (5:1)	10	10,000	10,000
2,500	6	8	30 (5:1)	40	15,000	25,000
1,000	18	26	72 (4:1)	112	18,000	43,000
500	34	60	136 (4:1)	248	17,000	60,000

10% Of Donors

60% Of Goal

250	48	108	144 (3:1)	392	12,000	72,000
100	80	188	240 (3:1)	632	8,000	80,000

20% Of Donors

20% Of Goal

Under 100	412	600	824 (2:1)	1,456	20,000	100,000
-----------	-----	-----	-----------	-------	--------	---------

70% Of Donors

20% Of Goal