

		LYBUNT		SYBUNT		NYBUNT	
		Jul-19	Jun-20	Jul-16	Jun-19	Jun-16	
		<i>(retention rate of pool)</i>		<i>(renewal rate of pool)</i>		<i>(acquisitions rate as % of LYBUNT #s)</i>	
Transformational \$100,000+	FYE '20 results	\$2,980,581.98	7	\$125,500.00	2	\$2,019,000.00	9
	Forecast %	89.9%	90.0%	60.0%	20.0%	3.0%	2.0%
	\$/Donor Goal	\$ 2,680,582	6	\$75,300	174	\$60,570	1
	Notes	\$500,000 From FOA not repeat					
Leadership \$20,000 to \$100,000	FYE '20 results	\$1,010,409.53	29	\$158,000.00	13	\$402,000.00	30
	Forecast %	94.0%	90.0%	50.0%	50.0%	5.0%	2.0%
	\$/Donor Goal	\$ 950,000	26	\$79,000	6.5	\$20,100	0.6
	Notes	\$150,000 needs reinforcement + \$100,000 in designated + \$40,000 BSM					
Major Gifts \$5,000 to \$20,000	FYE '20 results	\$442,553.07	107	\$247,000.00	114	\$387,800.00	145
	Forecast %	105.0%	90.0%	60.0%	60.0%	5.0%	5.0%
	\$/Donor Goal	\$ 464,681	96	\$148,200	68.4	\$19,390	7.25
	Notes						
Lead Annual \$1,000 to \$5,000	FYE '20 results	\$155,952.00	156	\$85,900.00	199	\$239,100.00	236
	Forecast %	100.0%	80.0%	50.0%	50.0%	5.0%	5.0%
	\$/Donor Goal	\$ 155,952	125	\$42,950	99.5	\$11,955	11.8
	Notes						
Annual \$1-\$1,000	FYE '20 results	\$219,895.54	595	223000	898	\$277,500.00	1633
	Forecast %	75.0%	80.0%	15.0%	35.0%	2.0%	2.0%
	\$/Donor Goal	\$164,922	476	\$33,450	314.3	\$5,550	32.66
	Notes						

\$ 2,816,452

\$ 1,049,100

\$ 632,271

\$ 4,497,823

\$ 210,857

\$ 203,922

Total Raised 19-20	\$4,809,392.12					
20-21 Projections:	\$4,416,136	730	\$378,900	663	\$ 117,565.00	53
Total Projections 2021	\$4,912,601					
20-21 goal	\$5,146,100					
GAP	\$233,499					